PARTNERTAP

DuploCloud

CUSTOMER STORY

Expanding AWS Infrastructure by 10x and accelerating new releases

PartnerTap needed to automate its release process to make it more secure, stable, and repeatable. It turned to DuploCloud to handle all of the complexities of setting up a secure network on AWS.

About PartnerTap

The PartnerTap Ecosystem platform helps channel and sales teams identify the biggest revenue opportunities with each partner and share relevant information to sell into shared accounts. The PartnerTap Ecosystem platform helps channel and sales teams identify the biggest revenue opportunities with each partner and share relevant information to sell into shared accounts. With PartnerTap you can automate account mapping, control what data you share, and unlock your revenue potential with each of your partners.

CUSTOMER CHALLENGES

PartnerTap needed to automate its release process to make it more secure, stable, and repeatable, as well as remove dependencies on individual engineers. The team needed to adopt Docker to be able to modernize their CI/CD pipeline. Still, it didn't have a dedicated resource devoted to DevOps — time spent setting up Docker hadn't been prioritized. In addition, as PartnerTap onboarded more enterprise customers, managing larger sensitive datasets, the pressure to prioritize their SOC 2 audit and increase their overall security posture became critical. PartnerTap needed a partner to modernize their CI/CD process, as well as one familiar with implementing and demonstrating AWS security best practices.
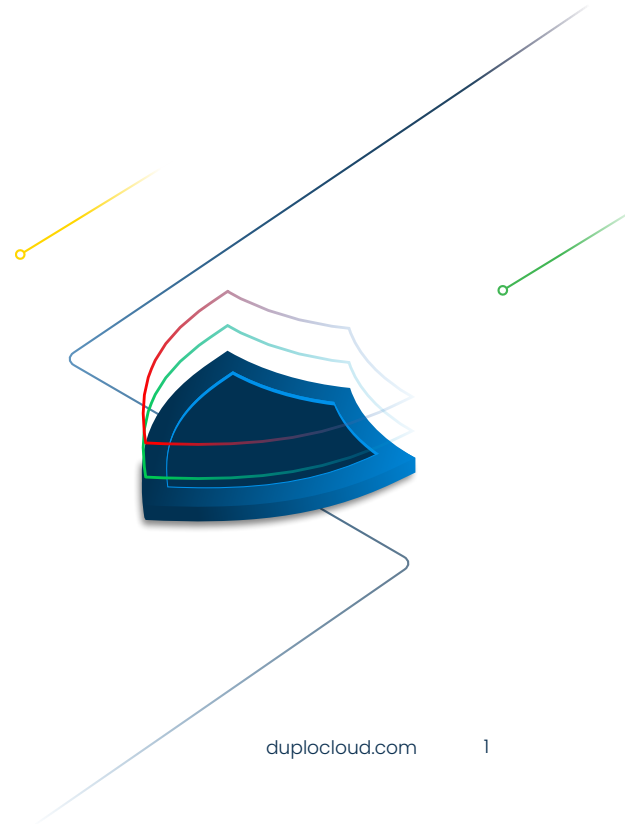
DUPLOCLOUD SOLUTION

DuploCloud's DevSecOps software platform simplified spinning up new environments, easily implementing and managing the AWS services including CloudWatch, CloudTrail, GuardDuty, AWS WAF, AWS Security Hub, IAM, Security Groups, KMS, and others. In addition, the platform provided an easy-to-use UI that made it easier to share commands. The automation improved their deployment process, allowing them to keep track of deployment history. DuploCloud helped PartnerTap successfully get through the SOC 2 audit by providing penetration tests, monitoring services, and expert guidance.
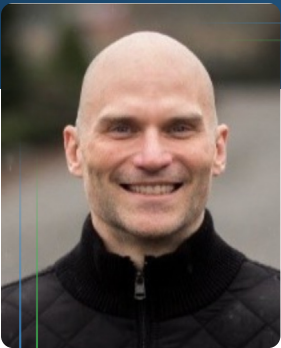
DuploCloud handles all the complexities of setting up a secure network on AWS. Their customer support is excellent and responsive.

— Jared Gholston, Co-Founder & CTO at PartnerTap

BUSINESS BENEFITS

- The development team expanded their AWS infrastructure by 10x and accelerated new releases by quickly spinning up fully provisioned environments, improving QA, test, and provisioning.

- The company ensured security on AWS without the need to expand the IT team.

- PartnerTap successfully cleared their SOC 2 audit with DuploCloud services and project guidance.

About Duplocloud

DuploCloud is an end-to-end DevOps automation and compliance platform, designed to make DevOps and Infrastructure-as-Code accessible for everyone. Founded in 2017 and built by the original engineers of Microsoft Azure and AWS, the software platform offers a no-code / low-code solution that helps startups, SMBs, and companies that are building enterprise-grade applications or migrating to the cloud, save time and money. The DuploCloud platform translates high-level application specifications into detailed and fully managed cloud configurations utilizing best practices around security, availability and compliance guidelines. With DuploCloud, companies see 10x faster deployment, faster implementation of security and compliance frameworks, and 24x7 infrastructure monitoring and alerting Learn more at https://duplocloud.com/.