

Mode2 | nOps Partner Story

HOW MODE2 USES NOPS TO SPEED AWS WELL-ARCHITECTED REVIEWS AND ACHIEVE 100% CLIENT ACCEPTANCE OF REMEDIATION PROPOSALS.

About Mode2

Mode2 is a consulting and cloud services partner that helps U.S. companies to extract the maximum value from cloud-native computing and digital transformation. Their experts coach clients to achieve new levels of success through the cloud adoption lifecycle, driving programs that place people at the core of the business change.

Mode2 is an Advanced Consulting Partner in the Amazon Web Services Partner Network, and a Standard Consulting Partner for Google Cloud. To learn more, go to <https://www.mode2.com/>.

Industry

Consulting and cloud services partner.

Location

Santa Monica, CA (HQ) and other US locations

Challenge

Accelerate AWS Well-Architected Review discovery, improve recommendations, and increase the client acceptance rate of remediation proposals.

Featured Services

nOps Cloud Management

Benefits Summary



**FASTER, AUTOMATED
DISCOVERY FOR AWS
WELL-ARCHITECTED
REVIEWS**



**FACT-BASED INSIGHTS AND
STRATEGIC REMEDIATION
DISCUSSIONS**



**100% CLIENT ACCEPTANCE
RATE OF REMEDIATION
PROPOSALS**



**COST OPTIMIZATION,
SECURITY COMPLIANCE, AND
CHANGE MANAGEMENT**



We're so impressed with nOps' automated discovery for AWS Well-Architected Reviews. The time-savings are invaluable, and the depth and detail of insights enable more proactive and strategic recommendations to our clients. It makes a difference – we have 100% acceptance of our remediation proposals using nOps for Well-Architected Reviews.”

- Krystle Khoo, Director of Sales & Alliances, Mode2



Challenge: Accelerate AWS Well-Architected Review discovery, improve recommendations, and increase the client acceptance rate of remediation proposals.

Mode2 wanted to provide greater value to their clients during AWS Well-Architected Reviews. They sought to make the discovery process faster and yield more reliable information about the customer's environment. Mode2 wanted to have deeper, fact-based discussions with clients to help them drive their business – and increase the acceptance rate of remediation proposals.



“Our customers expect business results. nOps’ automation delivers better productivity and insights for our solutions architects that translates to faster time to good architecture. That’s enabled us to deliver cost savings, improved security and compliance, and better change management at levels that really excite our customers.”

- **Simon Plant**, Founder & CEO, Mode2



Why nOps

Mode2 uses nOps to perform all AWS Well-Architected Reviews with their clients. nOps includes a partner portal designed specifically for consultants like Mode2 – providing cross-account views, white labeling, the ability to add custom questions to the assessment, automatic encryption of Well-Architected Review Reports, versioning, and more.

nOps automates discovery of a client’s AWS architecture associated with the Review, rapidly identifying areas that do not align with Well-Architected best practices and other industry guidelines (like SOC2 and HIPAA). The process is automated, taking only a fraction of the time of manual surveys that are only as good as the input provided.

nOps instantly reveals opportunities to improve resource utilization and Reserved Instances planning, terminate zombie instances, close security gaps, and more — across the Well-Architected pillars. The comprehensive and accurate analysis of the client’s infrastructure and it’s alignment with Well-Architected guidelines helps Mode2’s solutions architects create more relevant remediation recommendations.

“Besides helping us create strong remediation proposals, the nOps tool has helped Mode2 articulate the tangible benefits of working with us,” shares Simon Plant, Founder & CEO of Mode2. “Throughout the project engagements, our clients can easily view the impact of our improvements through the nOps dashboard and reports, such as a 20%+ in total monthly cloud cost savings, 50%+ cost savings by optimizing EC2 instances, eliminating 90%+ of zombie instances, and achieving 0 underutilized resources. With similar improvements shown in security, reliability, performance efficiency, and operational excellence, we have been able to build long-term relationships with our clients to deliver continued improvements.”

nOps has yielded numerous benefits to Mode2 and its customers:



Faster, automated discovery for AWS Well-Architected Reviews

nOps provides automated discovery of gaps in alignment of their clients' architecture with Well-Architected best practices and other industry requirements. That means improved productivity for solutions architects.



Fact-based insights and strategic remediation discussions with clients

Combining easy access to nOps' accurate and comprehensive analytics with their own expertise, Mode2 solutions architects create better insights. This facilitates deeper, fact-based remediation discussions with their clients that typically include a prioritized roadmap of short-, medium-, and long-term recommendations.



100% client acceptance rate of remediation proposals

Mode2's client acceptance rate for remediation proposals has improved to 100% for all Well-Architected Reviews where they've used nOps.



Customer cost optimization, security & compliance enhancements, change management improvements

Consistent with the goals of AWS Well-Architected Reviews, Mode2 has leveraged nOps to improve customer satisfaction and architectural alignment with Well-Architected best practices, delivering cost optimization and improvements in security, reliability, performance efficiency, and operational excellence.

About nOps

nOps reimagines cloud management for complex organizations, MSPs, and consulting partners. It is designed to help rapid-growth companies build, manage, and run a well-architected AWS infrastructure that is secure, cost-optimized, reliable, efficient, and operationally excellent. And, to help you keep it that way through continuous compliance.

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