



# HOW VALCANN USES NOPS TO DELIVER BETTER, FASTER AWS WELL-ARCHITECTED REVIEWS AND BUILD BETTER ARCHITECTURE FOR ITS CLIENTS.

## About Valcann

Valcann is a provider of cloud professional services and a Select Consulting Partner in the AWS Partner Network. It specializes in cloud operations including AWS managed services, monitoring, operating systems, database administration, SysOps and DevOps architectures, and on-call support. They are an AWS Authorized Commercial Reseller and AWS Public Sector Partner. As an nOps Partner, Valcann benefits from collaboration on training, support, and marketing. To learn more, go to [www.valcann.com.br](http://www.valcann.com.br)

### Industry

Consulting and cloud services partner.

### Location

Recife, Pernambuco, Brazil (HQ) and offices in Fortaleza, Salvador, and Sao Paulo, Brazil.

### Challenge

Improve the speed and quality of AWS Well-Architected Reviews, enable fact-based remediation recommendations to clients.

### Featured Services

nOps Cloud Management

## Benefits Summary



35% TIME SAVINGS TO CONDUCT A REVIEW

2X

2X THE VOLUME OF REVIEWS FOR VALCANN'S CUSTOMERS



ACCURATE AND ROBUST INSIGHTS ON CUSTOMERS' INFRASTRUCTURE



REMEDATION TIME REDUCED FROM MONTHS TO WEEKS



30-40% AWS COST SAVINGS FOR CUSTOMERS



ENHANCED SECURITY & COMPLIANCE

“Using nOps, we have helped customers achieve impressive cost savings while building scalable infrastructure. Simply put, nOps enables us to build better architecture faster for our customers. It really fits our DevOps culture.”

- Carlos Diego Cavalcanti, Chief Technology Officer, Valcann and an AWS Ambassador



## **Challenge: Improve the speed and quality of AWS Well-Architected Reviews, enable fact-based remediation recommendations to clients.**

Valcann wanted to provide greater value to its customers during AWS Well-Architected Reviews. They sought to make the discovery and remediation processes run faster. And, Valcann wanted more reliable information about the customer's environment to have deeper, fact-based discussions and provide improved remediation recommendations.



“nOps is more than a cloud management platform. As our partner, they’re committed to helping us deliver better architecture for our clients and grow our AWS business. It shows in their services, the collaboration, as well as the scope and direction of the nOps platform.”

- Carlos Diego Cavalcanti, Chief Technology Officer, Valcann and an AWS Ambassador



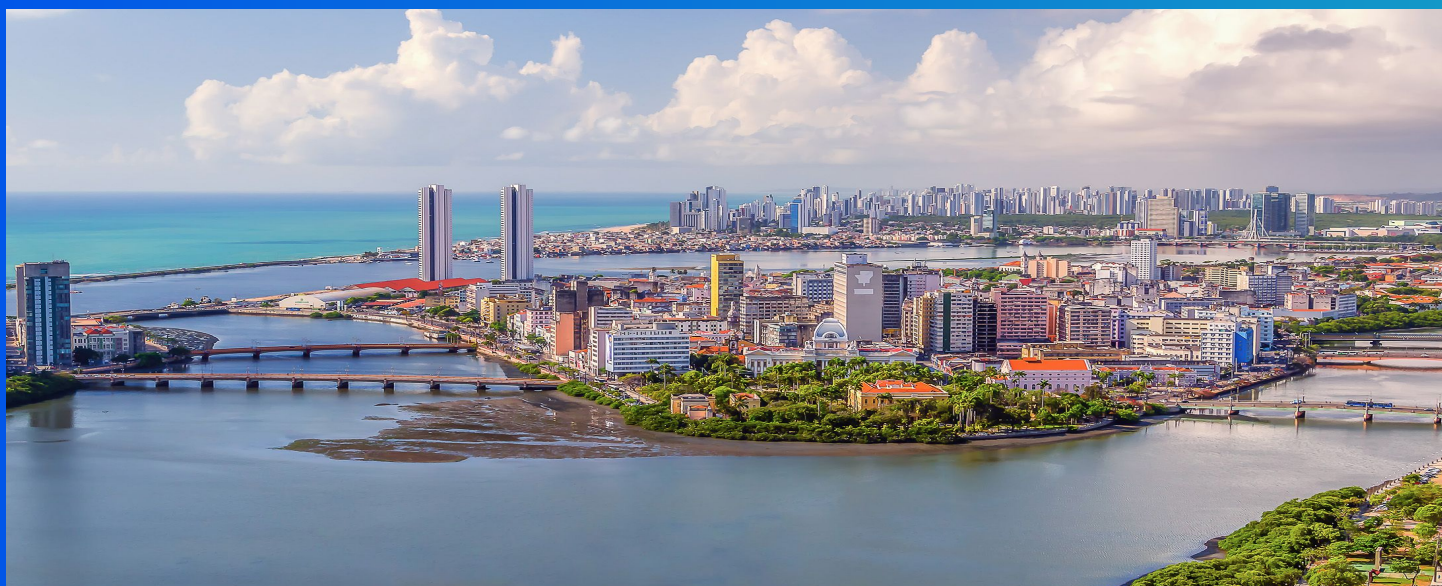
## Why nOps

Valcann uses nOps to accelerate assessments of its customers' AWS infrastructure, identify high-risk issues (HRIs) and navigate change. nOps automates the discovery of high-risk issues in a customer's AWS architecture aligned directly with AWS Well-Architected Framework pillars and guidelines revealing non-compliance with Well-Architected best practices. Using nOps, Valcann can execute the discovery process in a fraction of the time it takes to do a standard survey — and with more accuracy.

"nOps is making our team more productive," said Cavalcanti. "Our solutions architects (SAs) can conduct faster and better Well-Architected Reviews, aligned with the real gaps in our customers' infrastructure. And we're now able to conduct multiple Reviews happening at the same time. Plus, nOps has helped us speed up our implementation of remediations — what used to take months can now be completed in weeks!"

nOps' comprehensive and accurate analysis of the client's infrastructure and its alignment with Well-Architected guidelines helps Valcann's SAs create more relevant remediation recommendations and have fact-based discussions with its customers.

And, after the Review, nOps can provide Valcann's customers with ongoing change management support to help them achieve continuous compliance with Well-Architected best practices. Valcann is finding that nOps excels at monitoring dynamic infrastructure, with drill-down dashboards, automated cost and security notifications, and flexible tagging. It fits with their fast-moving DevOps teams.





# The Benefits

nOps has yielded numerous benefits to Valcann and its customers:



## Up to 35% time savings to conduct a Review

nOps' faster, automated discovery for AWS Well-Architected Reviews means improved productivity for Valcann's SAs. They can perform a Well-Architected Review in up to 35% less time than it takes to do a standard Review.



## 2x the volume of Reviews for Valcann's customers

Using nOps for Well-Architected Reviews has been a significant productivity booster for Valcann's SAs. The time savings per Review enables Valcann to conduct twice as many Reviews for customers as they could using a standard process. Plus, Valcann's SAs can now manage multiple Reviews simultaneously.



## Accurate and robust insights on customers' infrastructure

Because nOps is obtaining insights directly from a customer's infrastructure, it delivers more accurate and comprehensive insights than a manual discovery process typically provides. Valcann's SAs can drill down into the infrastructure, all the way to the resource level, to support root cause analysis.



## Faster time to remediation

nOps' fact-based insights not only enable Valcann's SAs to have strategic remediation discussions with customers but also accelerate the time it takes to perform the remediations. What used to take months now can be completed within weeks following the Review, which makes customers happy.



## 30-40% AWS cost savings for customers

Valcann's remediation of unused/idle instances and underutilized resources revealed during Reviews is saving its customers an average of 30-40% in monthly AWS costs. What's more, Valcann is able to tap nOps' more advanced cost features like views across AWS accounts, projects, resources, Regions, and employees, plus aspects of change dimension: people, change type, resource, environment, capacity planning, and AWS CloudFormation-driven deployments.



## Enhanced security & compliance

nOps is helping Valcann's customers enhance their security and compliance. Using nOps, Valcann is helping customers detect and eliminate resources with unrestricted SSH access, users without MFA, inactive keys, and zombie instances. And, nOps is facilitating similar improvements in 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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