



NOPS HELPS VERSE REDUCE AWS CLOUD COSTS BY 21% & IMPROVE ITS SECURITY COMPLIANCE BY 75%.

Industry

Lead Management, Marketing Automation, Software

Location

San Diego, CA

Challenge

Optimize AWS costs and enhance security compliance

Featured Services

nOps cloud management

Partner:

Mode2 (Santa Monica, CA)

About Verse

Verse is a mobile- and web-based referral platform designed to engage and convert inbound leads into qualified, sales-ready opportunities by providing its unique blend of 2-way SMS, AI-driven follow-up, and highly trained reps. After powering many millions of conversations, they made the decision to expand outside of the real estate and mortgage industries to include thousands of mortgage professionals, teams, brokerages, companies, leading search portals, CRMs, and others. To learn more, go to <https://www.verse.com/>.

The Bottom Line



21%

Overall AWS monthly cost savings



74%

Cost savings by optimizing EBS volume operations and usage



51%

Cost savings by optimizing EC2 instances



92%

Unused resources eliminated



0%

Underutilized resources, post-remediation



75%

Improvement in security compliance

Because of its new focus and rapid growth, Verse needed to update its DevOps practice, build out its Continuous Integration / Continuous Delivery (CI/CD) pipeline, and accelerate its transition to a new serverless software development stack. Verse wanted the capability to analyze and optimize its AWS costs, and to implement tagging for cost allocation, billing alarms, and notifications. Verse needed to enhance its security controls, which included providing VPN access for developers. Plus, Verse wanted to improve governance with change management tracking and cloud operations monitoring.



Solution

Mode2, an Advanced Consulting Partner in the Amazon Web Services Partner Network (APN), used nOps to perform an AWS Well-Architected Framework Review (WAFR) with its client, Verse. The Review showed opportunities for enhancing cost optimization and security compliance, including improved utilization of resources, terminating zombie instances, optimization of EBS volumes and EC2 instances, and implementing security best practices, like identity and access management, network segmentation, encryption keys, application secrets, and VPN access.

Post-Review, Verse is using nOps for continuous support of cost management, security, and change management. They like nOps for its:

- ✓ Visibility into CPU utilization patterns to **manage underutilized resources and optimize infrastructure and cost.**
- ✓ Real-time notifications about unused resources to **reduce cost leakage.**
- ✓ Tracking and visibility of workload changes to **monitor usage and spending in the cloud.**
- ✓ Automation workflows and rules to ensure that cloud operations are **compliant with security best practices.**

“Verse has achieved significant AWS cost savings thanks to the actionable, real-time alerts on resource utilization, and recommendations on cost optimization provided by nOps and Mode2.”

- Taiga Peden, Software Engineer Lead, Verse





Results



We like how nOps helps us keep track of infrastructure changes and their effect on security so that we are instantly alerted and can take remedial action.”

- Taiga Peden, Software Engineer Lead, Verse



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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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