



# CxOps Case Study

## THE CLIENT

*CxOps performs Order Management/Order Processing and Business Intelligence reporting on behalf of Guthy-Renker Ventures, and approximately 5 subsidiary organizations with 19 branded websites under their ownership. We were split from OceanX in May of 2022 leaving Fulfillment operations to OceanX, while taking IT system ownership of order receipt/credit card preauthorization/order processing and order management into the CxOps side of the business.*

## THE CHALLENGE

CxOps is a startup company that has developed a client-facing e-commerce platform that was developed in-house by their software development team and was deployed within a sister company. CxOps lacked the security solutions needed to house PCI related data while also having very limited resources and cloud expertise to design, deploy and provide ongoing support of their AWS environment. Time to market was a key requirement, while also maintaining PCI compliance.

## THE CLIENT

*By partnering with eCloud, CxOps gained efficiencies and valuable time to market leveraging our IaC approach.*

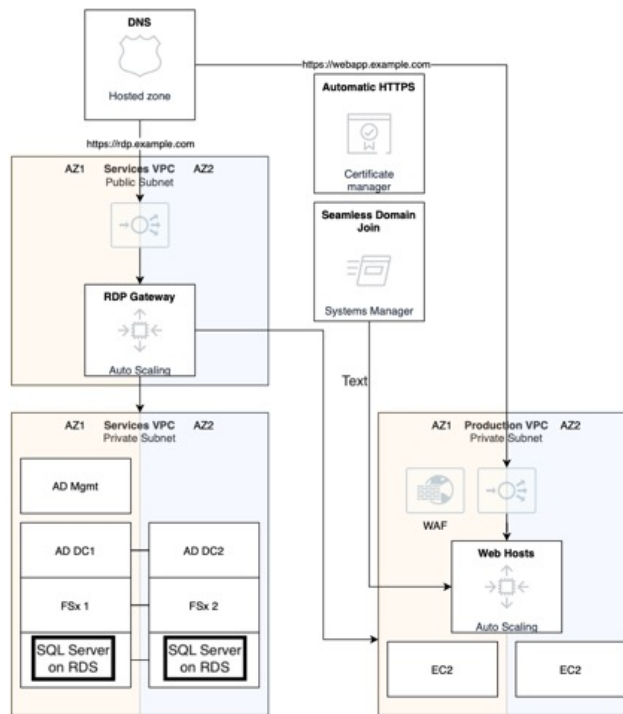
## THE SOLUTION

eCloud provided an IaC approach leveraging its reference architecture and rapid migration expertise. Bringing a security-focused environment and approach with the least permissive privileges, we were able to secure and plan for PCI compliance that can scale while continuously innovating global support, and multi-currency. We deployed key AWS security solutions that include GuardDuty, SecurityHub, CloudTrail, IAM, MFA, encryption at rest and encryption in transit, which are needed to house PCI related data.

## THE CLIENT

*eCloud's reference architecture and IaC approach provides a multi-AZ, high availability, scalable and secure solution needed to meet PCI requirements and time to market challenges.*

## SOLUTION DIAGRAM



## THE IMPACT

With AWS as the chosen environment, eCloud migrated 40% of the VMs into the AWS cloud, followed by the net new VMs for recently developed applications and services for their eCommerce platform while providing a significant growth in speed to market. With eCloud's approach, CxOps was able to maintain their PCI compliance score until August 2023 by lifting and shifting, maintaining security posture through deployment of key AWS security services, while following encryption and network access standards.



## About eCloud

**eCloud Managed Solutions**, based in Atlanta GA, helps organizations increase security and efficiency by offering guaranteed performance and business agility while mitigating risk with cost-effective hybrid solutions. Founded in 2016, eCloud is a woman-owned business that guides organizations in evaluating, migrating and operating to better support business requirements. eCloud has helped companies remain secure, compliant, and highly available to their customers that rely on them. For more information, visit [ecloudms.com](https://ecloudms.com)

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