Amazon WorkSpaces on AWS Case Study
Zero downtime migration

About Revenue River

Revenue River is a digital marketing agency that works across sales and human resources departments to build and execute strategic marketing plans. Through the use of the latest digital tactics and technologies, Revenue River works to streamline the growth for companies looking to compete and win in the digital marketing world.

THE CHALLENGE

Revenue River was an early adopter of cloud computing, leveraging a dedicated server in a regional cloud provider's data center with remote IT support. They were all-in on the solution, but the antiquated technology was causing poor response time and performance.

Revenue River was looking to expand both coast to coast and globally, so they needed to migrate to an environment that would scale with them. The regional cloud provider was unable to provide that flexibility and lacked newer technology and services to scale and support their desired growth. The team at Revenue River also needed a full support system, as no one within the company could perform the migration alone, nor manage the environment post-migration.

THE SOLUTION

Revenue River's biggest concern was downtime and loss of data during the migration process. Prior to the migration, Privo evaluated Revenue River's current environment and came up with a design for their ideal cloud environment. They spun it up in parallel, where they were able to develop and test new features as data was migrated over. After many successful tests, the cutover occurred with the flip of a switch, and Privo stayed onsite at Revenue River to make sure everyone's machines were configured correctly. Additionally, the Privo team implemented virtual desktops with Amazon Workspaces and recreated an active directory, file services, and a shared controlled environment to optimize employee efficiency. From design to deployment the migration process and implementation took one month.

THE BENEFITS

Pay-as-you-go - The biggest benefit Revenue River has experienced is moving to a utility model and having the ability to upgrade to the newest hardware and software, without the worry of breaking their system. This shift to the front of technology has provided improved system performance, response time, and time-to-resolution.

Seamless Migration - Revenue River had concerns going into the migration about potential downtime or loss of client data and collateral. However, Privo was able to perform the migration without any disruptions to the business or business data being compromised.

Improved Efficiency - With the new ability to trust and lean on their IT system, Revenue River has been able to support a company growth of 61% and will continue to grow their business in the coming years. Despite this growth, Revenue River's IT costs have remained the same due to the lack of hardware needed.

> "I have a tremendous peace of mind that my system is reliable and secure, and that's probably the number one advantage that we have gained"
>
> - Eric Pratt
> Managing Partner, Revenue River

ABOUT PRIVO AND AWS

Privo is an AWS Advanced Consulting Partner with offices near Boston and San Francisco that helps organizations migrate, optimize, monitor and manage Amazon WorkSpaces, AppStream 2.0, and other AWS services that support end users and their access to back office IT infrastructure..

AWS allows you to have an agile, cost-effective, and scalable infrastructure to enable operational efficiency, and simplify access to applications for end users. With AWS, companies of all sizes can focus more on their core business instead of IT administration.

NEXT STEPS

Revenue River is a new AWS customer, and will continue looking to Privo for support. With their new AWS environment, they are better able to support rapid growth and are open to the idea of acquiring and merging with other companies. Furthermore, the addition of Amazon WorkSpaces means new employees can seamlessly plug in and connect, which Revenue River believes will be a major benefit as they expand their services globally.