



## GTreasury growth plans enabled by Kickstart Cloud

### Background

GTreasury is the pioneer and global leader in advanced treasury solutions for the Office of the CFO. Over 1,000 customers use their innovative software as a service (SaaS) applications in more than 160 countries.

The company's growth strategy includes acquisitions and entering new markets to increase its global footprint.

In 2021, GTreasury acquired Coprocess, the leading provider of intercompany netting solutions. This service helps corporate treasurers streamline their settlement processes, cut costs by reducing payments and FX volumes, and add new automated efficiencies to their treasury workflows.



*Our executives now have confidence that technology supports our growth plans of quickly being able to acquire companies to add to the GTreasury group.*

Rick Schweiger, VP Technical Operations

### Problem

GTreasury needed to quickly introduce new offerings like Coprocess to its existing and potential client base, supporting broader growth ambitions. This included onboarding newly acquired companies and clients in a fast, secure and repeatable way.

The acquisition of the EuroNetting business brought this to focus when GTreasury had to move the recently acquired customers to a brand-new instance of their Coprocess application in the Microsoft Azure cloud.

With Azure, GTreasury already had a solid and secure foundation in the cloud. However, the team realised they needed to standardise the environment across the group to improve reliability and cost management. They also needed to deliver client-specific needs for security, privacy and the geographic location of data.

- Almost 100% reduction in defects related to differences in setup<sup>1</sup>
- Increased cloud velocity by 80%<sup>2</sup>
- 90% reduction in delivery time, from 30 days down to three days<sup>3</sup>

## Work

GTreasury engaged Equinox IT to create a future-focused, flexible, global cloud solution to support its strategic goals.

Equinox IT worked with GTreasury to apply the [Kickstart Cloud](#) framework, a series of discovery workshops and technical reviews to capture business and technical needs and current maturity levels.

After understanding the current state, desired outcomes and needs of each organisation in the group, Equinox IT was able to recommend an ideal solution.

The result was a hybrid-cloud design tailored to GTreasury's unique needs, firmly based on best practices from the Microsoft Well-Architected Framework (WAF).

Equinox IT then used DevOps approaches to automate the creation of the new cloud environments. Training, coaching, and collaboration with GTreasury and Coprocess teams resulted in the fully automated deployment of their products.

The new Azure DevOps and Terraform skills in the GTreasury team have meant that they can rapidly add new clients, products and features.



*Working with the highly skilled team at GTreasury, and sharing our knowledge and expertise of DevOps principles and practices has resulted in the best possible outcome. GTreasury has gained surety and agility by investing in the right technology initiatives to accelerate their growth. What we achieved together in only weeks shows what a great partnership can do.*

**Brent Mannering, DevOps Architect, Equinox IT**

## Outcomes

Through this work with Equinox IT, GTreasury achieved these specific outcomes:

- <sup>1</sup>Standardisation across the GTreasury group, with a shared cloud architecture, team collaboration and consolidation of cloud resources based on client geographies and cost optimisation. Retrofitting existing environments to use this pattern has reduced defects related to differences in setup by almost 100%.
- <sup>2</sup>The delivery of GTreasury products to Dubai, an entirely new region, was completed in three days instead of the previous 30 days required for this type of project.
- <sup>3</sup>Increased cloud velocity by 80%, enabling growth through blueprints for environment automation. This also simplifies technical onboarding and paves the way for the future transformation of workloads to platform services (PaaS). It's an essential feature for GTreasury to be where their customers are and be able to set up new live environments in a matter of days. GTreasury can now enter any market that has an Azure data centre.
- Reduced business and security risk through appropriate separation of resources, with controls and auditing to meet the different compliance requirements of the GTreasury group. This includes securely moving SWIFT and PCI environments into Azure and towards Zero Downtime Deployment approaches.
- Improved Business Continuity and Disaster Recovery protections, ensuring availability, Recovery Time Objectives (RTOs) and Recovery Point Objectives (RPOs) are met or exceeded.
- Flexibility to scale services, from one million transactions per day per client to a peak of over ten million transactions per day per client.

### Get in touch

Find out how we can help you realise the many benefits of the cloud with Kickstart Cloud.