

CASE STUDY

KALLIK

Labeling Industry Leader Partners with Navisite for Oracle-to-AWS Migration and Cloud Optimization

Migration for Competitive Differentiation

Kallik is a leading labeling and artwork management solution provider for regulated markets, including the medical device, pharmaceutical, chemicals and cosmetics industries. The company's Veraciti™ label management platform enables compliance and delivers supply chain efficiency for all the artwork and content assets that make up product packaging, labeling and instructions for use.

Kallik kicked off 2020 with a business objective to move its Veraciti platform and 100 percent of its customers to Amazon Web Services (AWS). No other company in the labeling industry is fully operating on the public cloud, and Kallik saw this as a key competitive advantage that would enable Veraciti users to future-proof their operations and benefit from new technologies, such as artificial intelligence (AI) and machine learning.

Prior to this decision, Veraciti was running on an on-premises Oracle database that was hosted on another managed service provider's (MSP) private cloud—but the MSP wasn't able to scale with Kallik's growing business. A move to AWS would not only separate Kallik from competitors, but also enable the company to easily scale based on demand while strengthening its Veraciti platform with cloud-native features. These features include constant uptime, comprehensive redundancy and industry-leading security.



First provider in industry to be fully hosted on the public cloud



Strengthened security and compliance on AWS



Cut artwork and label project completion time by 50%

“ Our move to AWS was complex and highly technical, and Navisite served as our trusted partner throughout every stage of the project.

Rob Woodall

Chief Technology Officer
Kallik

Trusted Partner for the Cloud

With clear marching orders but no in-house cloud migration expertise, Kallik's CTO Rob Woodall set out to find a trusted partner that could help throughout every phase of the cloud journey—from pre-migration preparation and execution to post-migration managed services and ongoing support.

“At the recommendation of AWS, we turned to Navisite to help us with this transformation project,” Woodall said. “From the beginning, it was clear that Navisite brought the cloud expertise and collaborative approach we needed to build a highly secure, robust environment on AWS and successfully migrate our customers to the cloud.”

Navisite worked closely with Woodall and his team on four key stages of the migration process:

- **Pre-Migration Assessment** – Navisite assessed Kallik's existing IT estate and then provided AWS platform recommendations, an architecture schematic, estimated monthly costs to run Veraciti on AWS, and a detailed migration strategy. Navisite also executed a successful Proof of Concept (PoC) in a non-production environment to assure Kallik that Veraciti would perform as expected on AWS.
- **Migration Execution** – Following the PoC, Navisite assisted Kallik with the actual migration process, which entailed a lift-and-shift of the existing on-premises Oracle databases to the Amazon Relational Database Service (Amazon RDS) on AWS.
- **Post-Migration Support** – Now that Kallik is up-and-running on AWS, Navisite is providing Managed DBA Services for the Oracle databases running on Amazon RDS, including performance monitoring, backup monitoring, diagnostics installations, configurations, troubleshooting, maintenance and disaster recovery. Navisite is also managing core resources on the AWS platform and providing 24/7 infrastructure support.
- **Cloud Optimization** – Kallik is also taking advantage of Navisite's AWS Cloud Optimization Service, which offloads the

burden of billing to Navisite. With insight into monthly cloud spend, Navisite's FinOps experts are able to provide Kallik with recommendations to effectively manage costs and continually optimize its cloud investment.

Industry Leader on AWS

With Navisite's help, Kallik seamlessly migrated its Veraciti platform and 100 percent of its customers to AWS before the end of 2020—successfully becoming the first company in the labeling industry to be fully hosted on the public cloud.

Kallik's customers now benefit from strengthened security and regulatory compliance, improved performance, always-on availability, and the ability to quickly adopt new artwork and labeling technologies. With the addition of these cloud-native features and the highly secure AWS infrastructure, the Veraciti platform has helped customers:

- Cut artwork and label project completion time by 50%
- Reduce artwork and label generation time by 75%
- Generate automated artwork and labels in less than 37 seconds
- Achieve 100% regulatory compliance

“Our move to AWS was complex and highly technical, and Navisite served as our trusted partner throughout every stage of the project,” Woodall said. “The team acted as an extension of ours—and was equally dedicated to the project and invested in our success. It was an exceptional collaboration that led to tremendous results for both Kallik and our customers.”

To learn more, visit www.navisite.com.