

Building Scalable, Secure AWS Foundations Through Cloud Transformation

Project Overview

To support SameGrid's cloud transformation, Arrow led a multipartner engagement designed to combine strategic direction, AWS expertise, and hands on delivery.

- **Arrow** as the distributor brought were the lead AWS partner and programme orchestrator — owning AWS engagement, funding access, governance, and architectural oversight.
- **Cloud Scale** partnered with Arrow on engineering execution, overall solution design, infrastructure automation, and CI/CD enablement, ensuring the target architecture was implemented consistently and at scale.
- **Future Generation Solutions (FGS)** contributed advisory input during the initiation phase, helping align business objectives, transformation scope, and long-term technology direction before delivery commenced. FGS's established client relationship and wider understanding of the SameGrid organisation structure and operating model proved invaluable during this project.

This model ensured SameGrid benefitted from strong strategic alignment upfront, followed by focused execution lead cloud transformation.

Why They Turned to Arrow and partners

AWS offered the scale, resilience, and innovation SameGrid needed.

Arrow and partners made it **accessible**.

Arrow and partners unlocked value that SameGrid could not realistically leverage alone:

- **Access to AWS Migration Acceleration Program (MAP) funding**, reducing financial risk and accelerating delivery
- **Proven AWS best practice architectures**, aligned from day one
- **Structured Assess and Mobilise phases**, ensuring the migration was eligible, repeatable, and future-proof
- **Governance and cost clarity**, critical for a fast growing, multiplatform business

This wasn't a lift and shift exercise. It was about doing cloud **the right way** — once.

AWS was the door. Arrow and partners were the key — unlocking programmes, funding, and architectural clarity that turned possibility into momentum.

Building the Foundations for Scale

Arrow led SameGrid through the **AWS MAP Assess and Mobilise phases**, designing a cloud operating model built for resilience, security, and speed — with Cloud Scale delivering deep technical execution alongside.

Unlocking AWS Funding & Programmes

Arrow secured **AWS MAP funding**, significantly offsetting professional services costs and reducing SameGrid's direct investment risk.

- **AWS MAP funding** applied
 - Structured migration aligned to AWS eligibility requirements
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Architecture Designed for Growth & Resilience

Arrow defined the architectural blueprint. Cloud Scale brought it to life.

- Modular, reusable **architecture patterns per workload**
- **Multi account, multi environment strategy** across Dev, UAT, and Prod
- **Transit Gateway architecture** replacing complex VPC peering
- Production ready AWS foundations across five core platforms

The result: consistency, resilience, and a platform designed to scale on demand.

Security and Control, Engineered In

Security wasn't an afterthought — it was embedded by design.

- IAM role templates, SCP guardrails, and least privilege access enforced across environments
 - **PCI aligned infrastructure foundations for PayLab**, including encryption, logging, and network segmentation
 - Secure VPN and bastion access with full audit logging
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Automation That Moves at the Speed of the Business

Together, Arrow and Cloud Scale eliminated manual effort and infrastructure drift.

- **Infrastructure as Code** using Terraform and Terragrunt
- **GitLab CI/CD pipelines** with environment specific controls
- Automated DNS and TLS certificate lifecycle management

Infrastructure became repeatable, predictable, and deployable on demand.

FinOps Clarity & Cost Confidence

This project helped SameGrid shift from cost uncertainty to insight.

- Cloud Health and AWS cost tooling implemented
 - Workload level costing refined using MVP learnings
 - Improved ARR forecasting and financial planning
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Transformation in Motion

Before

- On premise and partner managed environments
- Inconsistent deployment patterns
- Manual security and access controls
- Limited visibility into cloud costs
- Scaling introduced risk and operational drag

After

- AWS native, production-ready environments across five core platforms
- Infrastructure defined as code, enabling **~60% faster deployments**
- Security guardrails enforced by design, not policy
- Automated pipelines reducing operational effort by ~25–30%
- Clear cost visibility with improved forecasting accuracy (**~35–40%**)

This wasn't just a migration.

It was a mindset shift — from managing infrastructure to **enabling innovation**.

Results That Matter

While the engagement focused on building the right foundations, the impact was tangible:

- **5 core platforms** prepared for production ready AWS deployment
 - **Standardised Dev, UAT, and Prod environments** across workloads
 - **AWS MAP funding** from AWS to fund project delivery
 - **Consistent IAM, security, and logging frameworks** implemented
 - **CI/CD pipelines** enabling controlled, repeatable change
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What We're Proud Of

SameGrid's mission depends on trust, performance, and the ability to scale without friction.

Arrow, Cloud Scale and FGS are proud to have played a pivotal role in turning that mission into momentum — not just by delivering AWS infrastructure, but by **unlocking the programmes, funding, governance, and architectural best practices that make cloud transformation successful**.

By partnering closely we helped SameGrid arrive in AWS **ready** — ready to grow, ready to innovate, and ready for what's next.