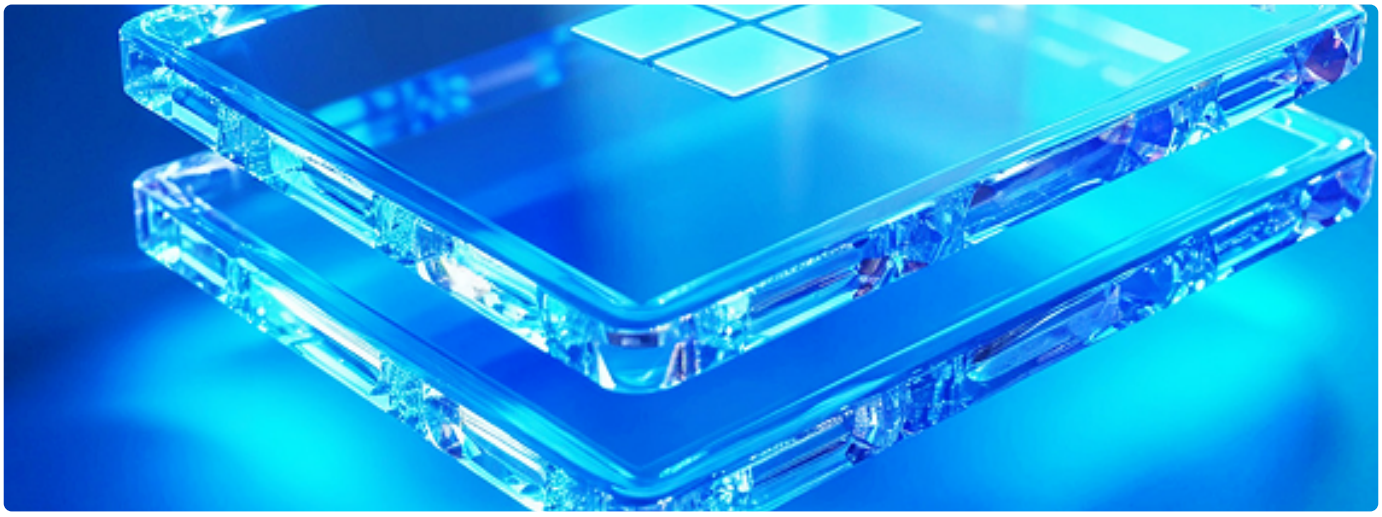
CLOUD SURGE

YOUR TRUSTED DELIVERY PARTNER

CLIENT SUCCESS STORY

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Zaptica had an opportunity to work with Nantes Solicitors, a legal firm with roots (and processes) dating back to the 1800s. While Zaptica had the in-house expertise to develop a digital transformation strategy for Nantes, the challenge lay in having the resources to execute the project on time and within budget. Zaptica needed to augment its delivery teams with a reliable and skilled partner to secure the project. They turned to Cloud Surge to bridge the skills gap and provide the capacity to deliver successfully.

150%
Increased project capacity

50%
Reduced project delivery cost

CHALLENGE

While Zaptica had deep expertise in IT consulting, its ability to take on large-scale projects was constrained by the need for additional skilled professionals. The firm had the knowledge and vision to deliver the solution, but the project risked delays and operational strain without the workforce to execute efficiently.

The challenge was finding the right talent and doing so quickly enough to meet the project's deadlines. Traditional hiring methods would have been too slow, making the opportunity unfeasible. Zaptica needed an agile, scalable solution to expand its delivery capacity without taking on long-term overheads.

SOLUTION

Cloud Surge provided Zaptica with a dedicated Pod, consisting of highly skilled professionals who seamlessly integrated into their team. This allowed Zaptica to scale quickly and deliver the project without disruption.

With Cloud Surge, Zaptica gained: on-demand scalability with fast access to a team of experts without the delays of traditional hiring; specialised expertise in Power BI, Power Automate, Power Apps, Logic Apps, and custom development; the flexibility to swap in and out resources as needed; agile delivery with daily stand-ups, sprint-based execution, and precise project milestones; and cost efficiency through a fixed-price engagement that allowed Zaptica to deliver within budget while maintaining high quality.

THE OUTCOME

This rapid growth led to successful acquisition within 18 months of founding! With Cloud Surge's support, Zaptica successfully took on and delivered the Nantes Solicitors project, achieving the below. Thanks to Cloud Surge, Zaptica could say 'yes' to opportunities they might have otherwise had to turn down due to resource constraints. By leveraging our on-demand Pods, Zaptica completed the Nantes Solicitors project on time, transforming their paper-based system into a fully digitalised solution integrated with SQL, SharePoint, and various APIs.

Seamless project execution

The Pod ensured on-time delivery with complete confidence in execution.

Stronger competitive positioning

Zaptica secured and completed a major contract early in its growth phase.

Reduced operational stress

The partnership allowed Zaptica to focus on project leadership while Cloud Surge handled execution.

Future scalability

The model provided a framework for Zaptica to take on more large-scale projects confidently.

> *Cloud Surge took a huge weight off our shoulders. Rather than seeing them as individual contractors, we saw them as a true extension of our team. Their ability to provide highly skilled professionals at the right moment made all the difference. This wasn't just outsourcing, it was a strategic partnership that allowed us to scale when we needed it most. We would absolutely work with Cloud Surge again.*

Charlie Phipps-Bennet (MVP)

Co-Founder of Zaptica