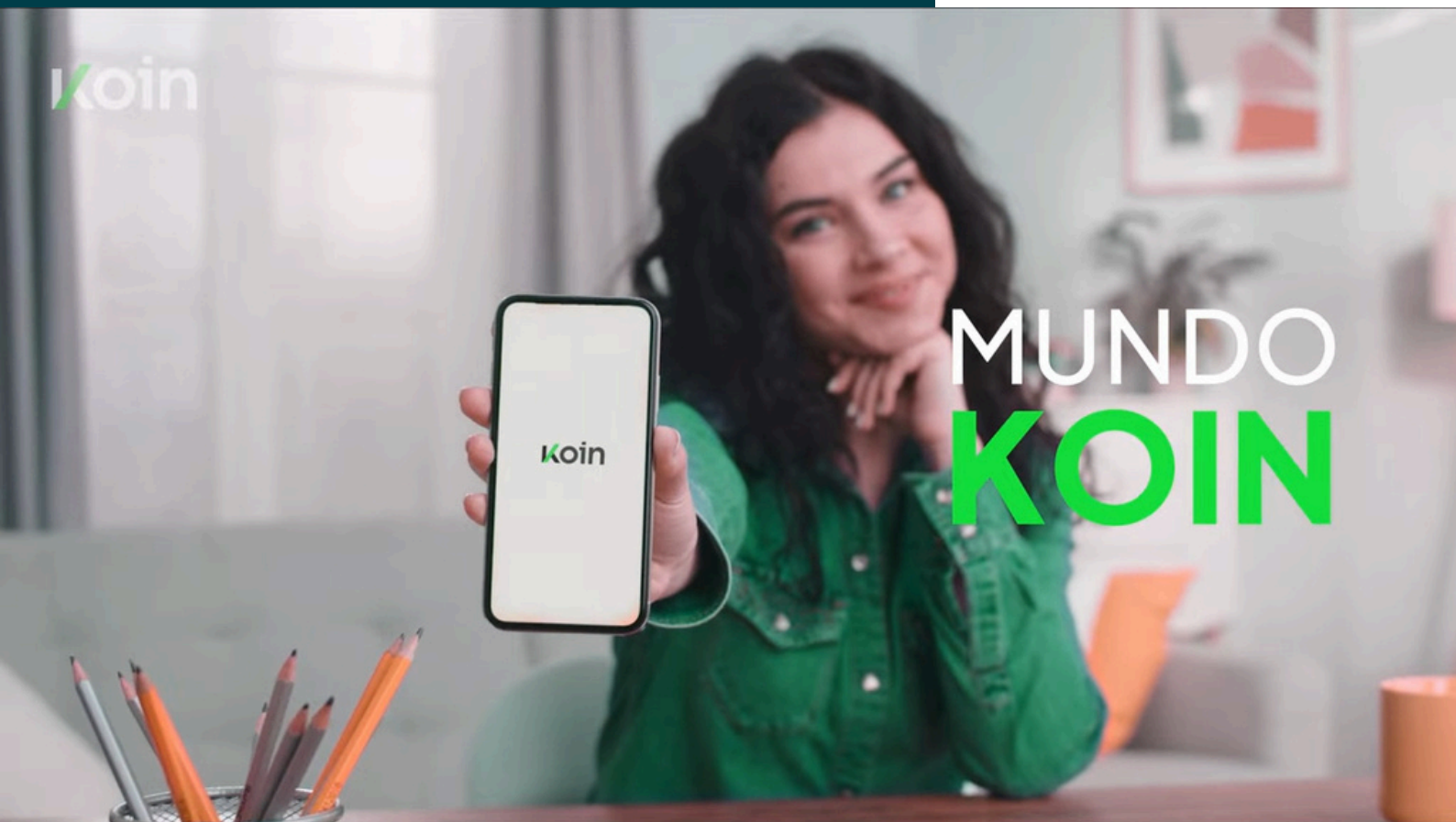


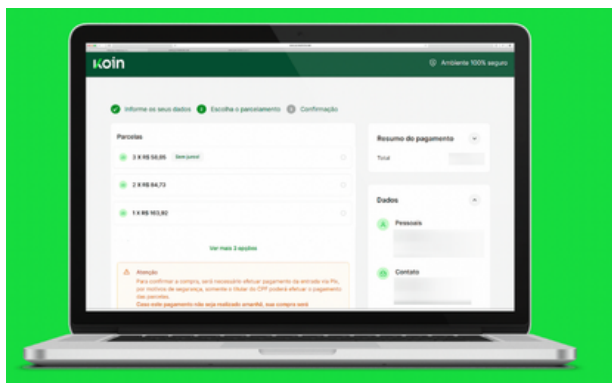
SUCCESS CASE

Koin & RealCloud: Runtime Protection with Visibility and Cloud Security with Upwind Security.



About Koin

Koin is a Brazilian fintech pioneer in payment-as-a-service solutions, with a focus on the BNPL (Buy Now, Pay Later) model. Aiming to democratize access to credit and simplify the financial experience, the company serves both consumers and businesses through accessible digital solutions.



KOIN's Cloud Infrastructure.

Koin's cloud infrastructure is primarily based on AWS environments and structured into three distinct organizations: BNPL (legacy), Unified (modernized), and PCI (compliance-focused). This division enables operational segmentation and adherence to specific requirements for security, scalability, and governance. The BNPL organization utilizes workloads in EKS with EC2 instances and ECS Fargate, while the Unified organization — which adopts best practices and automation through Terraform — has been progressively absorbing legacy services.

The operation involves ephemeral workloads in Auto Scaling Groups, instances with different Linux kernel versions, and critical production and staging environments. The installation of agents for visibility and security required tailored solutions, such as the use of BCC agents, adjustments to ASG templates, and optimization of memory usage on small instances like t3.small. Koin's InfraSec and AppSec teams maintain tight control over the network, vulnerability detection, and automated responses, integrating tools like Upwind and Jira to ensure agility and traceability throughout the cloud infrastructure lifecycle.

Challenges

Koin's growth and the increasing complexity of its workloads created significant challenges for the InfraSec and AppSec teams. Among the main challenges were the difficulty in obtaining real-time visibility over the attack surface in distributed workloads, the low traceability of events in ephemeral instances from Auto Scaling Groups, the superficiality of detections provided by traditional tools, and the limitation of efficient integrations with remediation tools like Jira. Another key challenge was the need to monitor workloads without internet access, in addition to excessive alerts regarding resources intentionally exposed, such as public S3 buckets used to host static websites.

The Solution

Koin chose to adopt the Upwind Security platform, a tool capable of providing contextualized, real-time visibility into risks and vulnerabilities in live workloads. Its runtime-based approach promised to give Koin a deeper understanding of the actual behavior of production resources, overcoming the limitations of traditional cloud security solutions.

The Implementation

RealCloud provided support to Koin's security team in implementing the Upwind solution, with close and collaborative technical assistance, contributing to testing, adjustments, and validation during the integration of multiple workloads. The agent installation was carried out on EC2 instances, EKS clusters, and ECS Fargate tasks, using the BCC version of the agent on compatible kernels.

Koin's central CloudTrail integration was applied to detect malicious events at the cloud level, such as unauthorized access and modifications, complementing the deep visibility already provided at the workload level through the sensor. The integration with Jira was enhanced to ensure that vulnerability tickets were automatically opened and associated with the responsible team through namespace tags. Relevant technical advancements also included the installation of the agent on t3.small instances with only 2GB of RAM, real-time network event mapping, and the adaptation of alerts based on the actual context of Koin's environment, such as in the case of publicly exposed S3 buckets used intentionally.

The team overcame challenges such as installation on instances behind Load Balancers and compatibility with ASGs, adjusting templates and deployment strategies.

"RealCloud's technical support was crucial to the success of our POC. The team worked closely with our engineering and security teams, accelerating the agent installation, overcoming obstacles with Upwind, and ensuring that we started seeing value from the very first days of use."

Fabio Franchi, Head of Infrastructure & Security at Koin.

RealCloud's Role

RealCloud played a strategic role throughout the entire process, from designing the Upwind integration architecture to troubleshooting agents and fine-tuning configurations.

With knowledge of Koin's AWS environment and Upwind's operation, the consulting was essential in enabling an efficient implementation aligned with the company's technical and compliance objectives. RealCloud facilitated communication between Koin's and Upwind's teams, actively contributing to the evolution of the organization's security maturity.

Results

The visibility gained marked the evolution of Koin's security journey. Upwind accurately detected vulnerabilities in live workloads, contextualizing them based on the actual behavior of the applications. Integrated with Jira, it accelerated remediation and helped prioritize critical actions. The platform identified flaws from CI/CD pipelines to ephemeral workloads, raising the operation's maturity.

With the support of RealCloud's Customer Success team, Koin accelerated the platform's adoption and turned the operation into practical results. 'We reduced the average response time to the most critical vulnerabilities by over 30% after adopting Upwind and integrating it into our Jira. This result was only possible thanks to RealCloud's close support at every stage of the process,' highlights Fabio Franchi.



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About RealCloud

RealCloud is a leader in cloud management, optimization, and security solutions in Latin America, helping companies achieve operational efficiency with cost reduction, improved performance, and enhanced security. With clients such as Koin, VTEX, iFood, and Hotmart, RealCloud has already helped save over \$340 million in cloud spending. Learn more at: realcloud.systems



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