



TESTERY

# How Testery Helped QuadPay Sail Through a 300x Increase in Traffic During Cyber Week

CASE STUDY



“We had to scale our platform by 300x in less than 90 days to prepare for rapid growth combined with a busy holiday shopping season.

From an infrastructure and site reliability point of view, our Black Friday was extremely boring -- exactly how launch days should be!

Ian Yamey  
CTO, QUADPAY



## HIGHLIGHTS

### CHALLENGES

Needed to verify purchase path

Needed proof of ability to scale to an anticipated increase in demand

Purchase path required two-factor authentication

### SOLUTION

Implemented end-to-end tests of purchase path including sending text messages for 2FA

Scaled to hundreds of concurrent users

Collaborative team effort to test and monitor results

### RESULTS

Critical issues were found and resolved prior to launch

Client was able to spend more time focusing on their product

Client stayed on schedule and met their deadline

## THE CLIENT

QuadPay is a FinTech startup that enables consumers to purchase items in four interest-free payments.

Through the use of mobile two-factor authentication, customers are able to complete the checkout process conveniently and securely with their mobile phones.

## THE CHALLENGES

If you've spent any time in online retail or FinTech, you know the challenges that Cyber Week can present. It can be especially trying for startups or established companies daring enough to launch new products in the weeks leading up to Cyber Week.

“We were getting ready to launch with a new partner and were planning on seeing a significant increase in traffic. We needed to prove that we could meet the anticipated demand. We had recently made a number of improvements to our system, and we were in the dark about how those changes would perform at scale.”

While some startup CTOs might depend on value crushing code freezes or unknowingly deploy untested builds, the experienced startup CTO never stops creating value, has a plan and knows just what to do.

This is where Ian Yamey, the CTO of QuadPay, found himself in the months leading up to Cyber Week.

There are two types of startup CTOs: those that are new and those who know from experience that success requires preparation. Anyone who knows Ian knows that he brings the necessary meticulous diligence to the role of CTO.

While the inexperienced CTO would launch and hope – putting their organizations and own career at stake – Ian knew that success requires deliberate preparation. He reached out to Testery to help get the proof-of-readiness he required in his pre-launch checklist.

## THE SOLUTION

Within a week or two, the Testery team had tests in place to simulate new and returning customer retail purchases. While the mobile two-factor authentication would have tripped up other testing solutions, it was easy on Testery's next-generation testing grid.

Over the next few weeks, Testery collaborated closely with the QuadPay team and worked side-by-side to increase load on the system and monitor not only that responses were coming back in a timely manner, but also that the site was still working properly from a functional perspective.

This included sending hundreds of simultaneous text messages from various locations throughout the United States.

## THE RESULTS

Together, the teams identified a number of issues – some small, others significant. One critical issue took several days to resolve. Imagine the lost revenue to the company and stress on the team had this issue been found on Cyber Monday, instead of a month before.

Instead, the QuadPay team was able to resolve the issues on their own terms and sailed through Cyber Week with the casual coolness of a team of seasoned professionals.

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Don't just feel like you're ready.  
Prove it.

Testery's next-generation testing grid  
and experienced test automation professionals  
will give you the proof you need  
to be ready for a successful launch.

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