Agility, Performance & Cost-Efficiency: Vymo's Success Story

MongoDB

Client Overview

Vymo

Vymo is a leading sales engagement platform trusted by 350,000+ sales professionals across 65+ global enterprises, including AXA, Allianz, Generali, and Sumitomo. Recognized by Gartner and CB Insights, Vymo enables 2x productivity and 30–50% higher sales within three months of implementation. With 3x annual growth, the platform's explosive data growth has increased demand on its MongoDB infrastructure.

10x
Query Performance
Query response times improved through optimization

50%
Infra Cost Savings
DB infrastructure expenses reduced significantly

24x7
Support & Monitoring
Round-the-clock coverage stabilized operations

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Vendor Lock-in
Achieved full flexibility with open architecture

MongoDB | Consulting Services

Deployment Type
Self-managed MongoDB Community Edition on Azure VMs

Database Stack / Services Used
MongoDB

Objective / Outcome
50% reduction in infra cost

Business Challenges

Overview

As Vymo's user base and data transactions grew exponentially, their MongoDB setup began to hit significant scalability and performance ceilings.

- **Unstable database response:** Large volumes of parallel requests were causing unpredictable read/write latency, especially during business-critical usage peaks.
- **Rising cost of MongoDB:** Over-provisioned clusters, unoptimized queries, and storage inefficiencies led to a dramatic spike in operational costs.
- **Frequent CPU spikes:** Workload imbalance and poorly optimized aggregation pipelines led to spikes in CPU utilization, threatening uptime and reliability.
- **Lack of real-time support:** Without round-the-clock database monitoring, potential issues escalated into performance problems before detection.

Goals

The key objectives the client was aiming to achieve:

- **Improve MongoDB responsiveness** to deliver instant access to sales insights and logs.
- **Cut down unnecessary infra cost** by optimizing resource allocation.
- **Stabilize the system** to avoid spikes and downtimes during usage peaks.
- **Establish a long-term support structure** for proactive monitoring and performance insights.

Solution Provided by Mydbops

Diagnostic & Audit Phase

We performed a comprehensive audit of MongoDB instances. This included analyzing query execution plans, slow logs, indexing strategies, system metrics, and workload behavior.

Query & Index Optimization

Our team refactored slow-performing queries and redesigned indexing patterns, particularly for time-series and user-session datasets.

Architecture Advisory

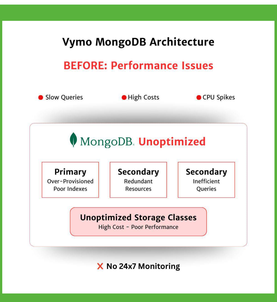
We helped redesign their replica set architecture for balanced read/write distribution and higher fault tolerance, while introducing cost-efficient archival strategies.

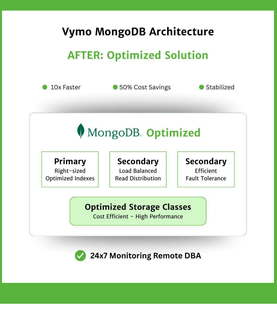
Cost Optimization Execution

Redundant instances were removed, sharding strategies were realigned, and storage classes were reassigned to fit actual usage needs — slashing bills without sacrificing performance.

24x7 Remote DBA Integration

Our dedicated Remote DBA team was embedded into Vymo's monitoring process, providing real-time alerts, daily health checks, and escalation support.





Results & Impact

Key Outcomes

✅ **Dramatic Query Performance Gains (10x Faster)**

After implementing optimized indexes and rewriting critical queries, Vymo saw query execution times drop by 80–90% in several high-impact operations.

✅ **50% Reduction in MongoDB Infrastructure Costs**

Through a combination of cluster resizing, query load balancing, replica reconfiguration, and optimized storage utilization, Mydbops was able to bring DB usage well within budget while keeping it future-ready.

✅ **Stabilized CPU Usage and Elimination of Performance Spikes**

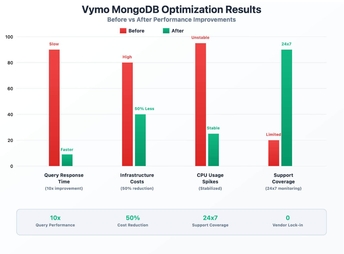
Heavy CPU spikes were traced back to inefficient query constructs, large aggregations, and missing indexes. After optimization, the CPU usage patterns became more predictable and well within acceptable thresholds, even during peak business hours.

✅ **24×7 Proactive Monitoring and Support Setup**

With Mydbops' Remote DBA team in place, Vymo gained continuous observability into their MongoDB stack. Our team monitored logs, metrics, backups, replica lag, and slow query patterns — enabling proactive resolution before incidents could escalate.

✅ **Zero Vendor Lock-In – A Future-Proof Foundation**

Mydbops ensured that Vymo's MongoDB implementation stayed open, portable, and vendor-agnostic by avoiding proprietary features and enabling easy migration paths.



Vymo's journey with Mydbops showcases the power of data infrastructure transformation when performance, scalability, and cost are aligned to business growth. The partnership enabled Vymo to not only stabilize its MongoDB workloads but also to unlock agility, performance, and savings at scale.

Need help scaling your database in the cloud?
Mydbops brings deep expertise in MongoDB and other open-source databases, offering end-to-end consulting, remote DBA support, and cost optimization tailored for fast-growing platforms.
Talk to a Mydbops expert today