



Case Study

Fulton Bank

Operationalizing an AI Platform on AWS for Secure, Scalable Innovation

Fulton Bank, a regional financial institution providing commercial and consumer banking, completed a successful proof of concept (POC) on AWS for an AI-driven initiative designed to help the bank identify new business opportunities. The POC demonstrated strong value and Fulton needed a partner to build out the architecture for long-term, secure, repeatable operations and integration into downstream business systems.

Their Challenge

Following the POC approval, Fulton Bank sought a partner with **deep AWS, security, automation, and integration expertise** to help operationalize the platform and make AI actionable within the business.

- **Secure AWS Environment:** Designing an AWS environment that met Fulton's security, compliance, and governance requirements while supporting AI workloads and sensitive customer data.
- **Integrated AI Pipeline with Enterprise SDLC Controls:** Deliver secure, reliable data flow from ingestion and ETL through Amazon SageMaker into Salesforce FSC, supported by structured dev/test/prod environments with controlled promotion paths and separation of duties.
- **Infrastructure as Code:** Transitioning from manually built POC resources to fully automated, repeatable deployments using code to reduce risk and improve consistency.

Our Strategy

Veritium partnered closely with Fulton Bank's **IT, security, data, and application teams** to transform the approved POC into a production-ready AWS AI platform with end-to-end system integration.

Key elements of the engagement included:

- **Secure, AWS AI Architecture & End-to-End Integration:** Designed a well-architected, security-first AWS foundation with segmented dev/test/prod environments and least-privilege access, while engineering the full ETL → AI → Salesforce FSC pipeline (via Amazon SageMaker) to ensure secure data flow, reliability, and performance across the workflow.
- **Infrastructure as Code (IaC):** Implemented automated deployments using code to ensure environments were consistent, repeatable, and auditable.
- **CI/CD Enablement:** Established workflows that allowed Fulton teams to promote changes safely across environments, accelerating delivery while reducing operational risk.

The Results



**POC to
Production AI**



**Enhanced
Architecture &
Security**



**Ongoing
Support**

From POC to Enterprise-Ready AI Platform

Veritium transformed Fulton Bank's standalone AI proof of concept into a secure, scalable AWS-based production platform, with SageMaker models fully integrated into business workflows and Salesforce FSC.

Secure, Automated, and Operationally Mature Architecture

The solution delivers end-to-end ETL → AI → SFDC automation, strengthened security and governance controls, and infrastructure-as-code enabling faster, lower-risk deployments.

Ongoing Visibility, Cost Optimization, and Future Scalability

Continuous monitoring and FinOps oversight provide operational transparency and cloud cost control, while establishing a repeatable foundation for expanding AI use cases across the enterprise.

” Veritium quickly became an extension of our team, providing essential AWS expertise that accelerated our initiative with greater speed and security than we could have achieved alone. They are a trusted partner that is clearly committed to our success and delivering on all of our objectives.

– Ed Jablonski, CTO | Fulton Bank

