

TetonCloud

Microsoft INDUSTRY CASE STUDY | MAP Build the Business Case | CLIMB Modernize Platform & Data | SUMMIT Enable AI & Innovation | Frontier Firm™

Case Study: A Global Private Aviation Leader

From Broadcom Deadline to Modernization Platform – 8 Months, 55% Lower Run Cost, $1.94M Net Savings

Executive Summary

A global private aviation services leader ran its most critical systems (fuel, flight operations, finance and loyalty) on an aging VMware estate in Azure VMware Solution. A Broadcom renewal would have locked it into three more years of licensing, a $6.8M do-nothing bill and a platform that was 70% over-utilized. Leadership chose to modernize instead of renew. Teton Cloud built the business case in six weeks, then delivered an 8-month program that moved 112 applications (440 servers) to Azure native, retired 376 legacy servers and replaced Citrix with Azure Virtual Desktop. The result: 55% lower run cost and a modern Microsoft foundation for future AI that automates manual processes.

55%
Lower Annual Run Cost
$1.77M - $804K a Year

$1.94M
Projected Net Savings
Break-Even in ~12 Months

8 MONTHS
Azure Native Assessment
to Broadcom Exit

112
Apps on Azure Native
440 Servers Moved

Modernization Outcomes

- **Modernized, Not Just Moved:** All 112 applications now run on Azure native infrastructure built to Microsoft standards, with quick wins modernized and a roadmap for the next phase.
- **55% Lower Run Cost:** Annual infrastructure cost falls from $1.77M to $804K from 2028, freeing nearly $1M a year that can be reinvested in modernization.
- **Self-Funding Payback:** An $800K investment breaks even in about 12 months (Q2 2027) and returns $1.94M in projected net savings through 2029.
- **Technical Debt Retired:** 376 Citrix, VMware, HCX and NSX servers were shut down, removing a full virtualization and networkoverlay layer from the estate.
- **A Modern Workplace:** Citrix virtual desktops were replaced with Azure Virtual Desktop, a cloud-managed service that scales with the business.
- **Operations Protected:** Every move was sequenced by risk, with fuel, flight and finance systems last. Hidden dependencies across 66,669 network flows were resolved before cutover.
- **Ready for AI:** The modern Azure foundation is set for future AI work that further automates manual processes.

Strategic Drivers

- ☑ Avoid a three-year Broadcom lock-in and $6.8M in do-nothing cost over four years
- ☑ Cut a run rate peaking at $1.91M a year
- ☑ Retire technical debt: 70% of servers over-utilized, 43% nearing end of support
- ☑ Protect fuel, flight and finance operations through the change
- ☑ Build a modern foundation for AI-driven automation, not just hosting

> *Leadership had a choice: renew Broadcom for three more years or modernize. Teton Cloud made modernizing the faster, cheaper path and delivered it in 8 months.*