DEEP BLUE

UNICAL

aws PARTNER Advanced Tier Services

— CASE STUDY — AVIATION & AEROSPACE

From On-Prem Crisis to Cloud-Powered Innovation

How Deep Blue guided Unical Aviation through a 90-day emergency migration and a 3-year journey to Gen AI leadership on AWS.

THE CHALLENGE

When Jennifer Torlone-Wilson joined UAI as CIO in early 2023, she inherited an urgent mandate: migrate the entire on-premises data center to AWS before the company's cross-country relocation from California to Arizona on June 30, 2023.

UAI was moving its global HQ into a new 599,000 sq ft facility in Glendale, AZ — and not a single on-prem server could make the trip. With no existing cloud foundation and weeks already elapsed, UAI turned to Deep Blue in May 2023.

COMPOUNDING CONSTRAINTS

01	Hard, immovable June 30 deadline tied to physical HQ relocation
02	150+ legacy bare-metal servers, mixed Windows & Linux, limited docs
03	New CIO with limited knowledge transfer - deadline already set
04	Zero tolerance for downtime — global aviation ops 24/7

90-DAY EMERGENCY MIGRATION. 3 YEAR INNOVATION JOURNEY

150+ Servers migrated via VMware HCX	**60** Days to full lift-and-shift	**0** Hours of downtime	**3 yr** Assess → Migrate → Optimize → Innovate

"As soon as I learned about the migration and tight deadline, I turned to my trusted partner, Deep Blue Cloud Computing. They have an exceptional and deep technical bench as well as a proven track record of delivery."

JENNIFER TORLONE-WILSON, CIO - UNICAL AVIATION INC

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THE 3-YEAR JOURNEY: ASSESS - MIGRATE - OPTIMIZE - MODERNIZE - INNOVATE

ASSESS May 2023	Landing zone established; full infrastructure audit; AWS MAP engaged
MIGRATE Jun-Jul 2023	150+ servers lifted via VMware HCX; VMC on AWS deployed; June 30 deadline met with zero downtime; AWS spend grew from $30k to $135k/mo
OPTIMIZE H2 2023	Windows RDP replaced with Amazon WorkSpaces + VMware on EC2; Cisco Duo displaced with Okta; backup modernized with Acronis + Veeam via Marketplace
MODERNIZE 2024	AWS-native, AI-delivered ERP enhancements developed; cloud foundations hardened
INNOVATE 2025-2026	Multiple Gen AI wins: AWS Chatbot, AI-enhanced ERP, and AI-powered e-commerce platform delivered

RESULTS

Unical Aviation is now a fully cloud-native enterprise on AWS with no on-prem infrastructure, dramatically lower operational costs, and a modern platform capable of supporting AI-driven innovation.

100% of on-prem servers retired. Multiple Gen AI wins delivered in Year 3. On-site maintenance, storage costs, and related headcount eliminated.

SOLUTION - VMWARE CLOUD ON AWS

01	Full audit of servers, apps & network dependencies
02	VMware HCX for near-zero-downtime workload transfer
03	VMware SDDC on AWS — scalable virtual data center
04	AWS MAP funding & continuous modernization