

CUSTOMER SUCCESS STORY

FINNAIR

Charting a course to cloud.

4
weeks

Cloud migration strategy and business case development in 4 weeks

 **Nordcloud**
an IBM Company



STRATEGY

Finnair, Finland's flagship airline, specialises in passenger and cargo traffic between Asia and Europe.

The foundation for its strategy is seen in the high quality of its operations, Helsinki's favourable geographic position, growing focus markets, clear goals to increase revenue, modern fuel-efficient fleet as well as a strong balance sheet.

Its outsourcing and data centre contract was coming to an end. They'd worked with the same partner for more than 20 years, and were looking at how digital transformation could reduce costs, boost agility and power strategic growth.

To renew or not to renew? Public cloud or hybrid? If public cloud, which hyper-scaler? And then, what would be the best way to manage the infrastructure and applications, considering costs and the company's existing skills base?

These are the questions Finnair was weighing up as they considered how to drive their transformation.

Here's how Nordcloud helped answer them, formulate a business case and develop a cloud migration strategy – all within 1 month.





Finnair's transformation drivers.



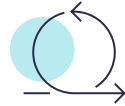
SAVE MONEY

Margins are under pressure in the aviation industry, and Finnair was looking for a way to reduce costs and scale services based on demand. They also knew there was an opportunity to cost-optimize their architecture across applications, databases and licenses.



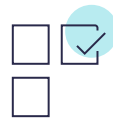
REDUCE TECHNICAL DEBT

Applications and databases worked, but many relied on legacy tech – and would benefit from rearchitecting and replatforming to give Finnair access to new innovation opportunities. They wanted to upgrade and create a more secure environment while eliminating the tail of old projects taking up capacity.



BOOST AGILITY

The existing estate was deep, which meant releases took longer than they'd like. Finnair wanted its tech stack to put them in a stronger position to grow market share.



GET MORE CONTROL

Finnair still wanted a partner for ongoing management (they didn't have an in-house ops team), but they wanted more visibility. They didn't want to outsource into a black box. The aim was to gain transparency, making it easier to maintain the environment and manage costs.



Challenges.

Finnair was facing a hard deadline – their existing data centre contract was ending in 7 months, and they needed to do something with approximately 400 servers and 70 applications.

As they were considering their options, the Covid-19 pandemic struck.

AGILITY AND COST SAVINGS BECAME EVEN MORE CRITICAL

Finnair needed the ability to scale up and down as required, and they needed an approach that didn't involve long contract commitments.

This essentially brought the global travel industry to a halt. Finnair had to make rapid changes to their ways of working. And they had to re-think their approach to digital transformation.

TRANSFORMATION NEEDED TO ENABLE RAPID RECOVERY

In addition to helping Finnair weather the pandemic, the approach needed to provide a foundation for quickly bouncing back to pre-pandemic success (and building on it to realise those long-term growth ambitions).





We talked to several prospective partners, and Nordcloud stood out. They were cloud-native, were big enough to scale the way we needed and were totally agile.

TIINA FLYTSTRÖM

Head of Infrastructure & Cybersecurity
Finnair

Rapid assessment to develop the business case.

IN 2 WEEKS, WE PRESENTED FINNAIR WITH AN EVIDENCE-BASED TCO ASSESSMENT

We recommended a full migration to AWS Cloud – they were already using AWS for their cloud-native applications, so it made sense to consolidate and leverage existing skills. Following a tool-driven review of Finnair’s infrastructure and application estate, we calculated a **double-digit TCO reduction with the migration.**

We also realised the pandemic also offered a unique opportunity.

With the drastic reduction in travel, mission-critical applications weren’t operating at normal capacity. This would reduce the complexity surrounding the process.



Migration approach.

The rapid assessment and business case showed that migrating to AWS would give Finnair the savings, scalability and technical capabilities they needed to meet their short-term needs – while driving their post-pandemic growth ambitions.



SPEED

We had to get their 400 VMs and 70 applications out of the data centre before the contract ended.

There were 2 final challenges to address as we developed the migration strategy:



RESOURCING

There were 2 elements to this. In the short term, the pandemic was leading to team changes and furloughs, which affected their in-house capacity to support the migration process. Finnair also needed ongoing operational support – it had relied on its outsourcing partner and didn't have its own operations team.

To address these challenges and make it easy for Finnair to realise the business case, we recommended **Managed Cloud Migration** with the right AWS funding.



Managed Cloud Migration.

Managed Cloud Migration is a unique Nordcloud offering that reduces risks and helps customers reap cloud benefits more quickly.



THERE ARE ZERO UP-FRONT COSTS

Instead, costs are spread out over 3 years, incorporated into the monthly opex for managed services.



YOU ALSO GET VALUE FASTER

Our managed services cloud engineers work alongside our migration and modernisation experts throughout the process, leveraging cloud-native tooling and automation. That way, ongoing managed cloud considerations are incorporated from the beginning and at every stage. And because we manage workloads and applications from day 1, you quickly reap the cost and business benefits of cloud.



An exceptional thing about Nordcloud was the way they worked with AWS and clearly presented the vendor funding options. They were the only prospective partner that put funding on the table for us in that way.

TIINA FLYTSTRÖM

Head of Infrastructure & Cybersecurity



Lift and shift vs rearchitecting and replatforming.

BY WEEK 4, WE DEVELOPED A MIGRATION ROADMAP

As part of our technical and application discovery, we used a rules engine to decide which migration approach was best for each of the 70 applications.

- **Cloud-native tooling** combined technical and application data and used customised parameters specific to Finnair's needs
- We analysed every application and quantify the **value of lift and shift versus rearchitecting and replatforming** – mapping out a combination that delivered the best outcome

Based on our analysis, much of Finnair's estate could be lifted and shifted. However, approximately 20 applications would benefit from rearchitecting and replatforming – to capitalise on licence savings or because they were based on legacy solutions that couldn't migrate in their current form.





In just 1 month, Finnair had a cloud migration strategy that would:



Deliver a double-digit TCO reduction



Get them out of their data centre on time



Position them to maximise ongoing value from the cloud

From SAP to maintenance, repair and operations software – and from AIX to DB2 – we planned a migration approach that enabled Finnair to move away from its restrictive legacy tech and into AWS native products and services.

And because we would manage each application and workload as it was migrated and modernised, ongoing optimisation would be embedded in the process.



SPOILER ALERT

Finnair exited its data centre on time and within budget, and they're on track to achieve their TCO reduction target.

Want to see how we did it?



CUSTOMER SUCCESS STORY

FINNAIR
Navigating the cloud migration journey.

7 months Complete cloud migration in just 7 months

Nordcloud

MIGRATION

This card features a Finnair aircraft tail and the Nordcloud logo. The text highlights a 7-month cloud migration project.



CUSTOMER SUCCESS STORY

FINNAIR
Taking off with application modernisation.

20 applications rearchitected and replatformed in 7 months

Nordcloud

APPLICATION MODERNISATION

This card features a Finnair aircraft wing and the Nordcloud logo. The text highlights 20 applications rearchitected and replatformed in 7 months.

Read about the migration process.

[Get case study](#)

Read about the rearchitecting and replatforming process.

[Get case study](#)



Migrate and modernise – with zero up-front investment and a fast track to value.

Nordcloud is a European leader in cloud migration, application modernisation, development, managed services and training.

Clients say working with us is like having a compass for their cloud journey – you have cloud-native experts guiding best practice, pre-empting pit-falls, providing essential technical support and helping you achieve better, faster results.

Managed Cloud Migration and **Managed Application Modernisation** are unique to Nordcloud – and are financially and operationally savvy ways to get cloud benefits. There are zero up-front costs – instead it's spread out over 3 years, incorporated into the monthly opex for managed services. And you get value faster, because our managed services cloud engineers work alongside our migration and modernisation experts throughout the process. We help manage workloads and applications from day 1, so you quickly reap the cost and business benefits of cloud.



Faster results

We're cloud pioneers with a 100% cloud heritage. This means we're not just jumping on bandwagons or superimposing trends on to legacy ways of working. You get better, faster results because you have cloud natives guiding your journey.



Empowered teams

We're commercially focused, using proprietary tools and technologies that help you maximise the cost savings and value potential of the cloud. From technology to training, from design to DevOps, you get the support needed to capitalise on cloud benefits.



Global cloud leadership

We're a leading partner for all 3 public cloud platforms – Microsoft Azure, Google Cloud Platform and Amazon Web Services – and are featured in Gartner's Magic Quadrant. You get impartial advice that accounts for your entire tech stack – and is based on your best interests.

Contact us to discuss your cloud journey

Contact us

