



CASE STUDY

TRANSPORTATION SOFTWARE PROVIDER

THE CHALLENGE

The industry was shifting towards Software as a Service (SaaS) and the organization was faced with a key decision: keep their legacy on-premises deployments and hope for the best, or migrate to the cloud? Seeing high growth, the organization knew that the only choice was the cloud, however they needed a way to create scalable, repeatable environments for each new customer.

Leadership was challenged by several factors:

■ Market Pressure

Increased competition from cloud-native SaaS providers.

■ Skill Gaps

Limited internal expertise regarding Microsoft Azure resource management and cloud best practices.

■ Operational Bottlenecks

Each new client required manual, one-off deployment activities that limited the amount of software they could sell.

CUSTOMER SUMMARY

This software provider specializes in solutions for public transit organizations, including things like payment processing, passenger experience and yard management. The organization manages mission-critical transit workloads for agencies across North America. If their software stops working, transportation for entire cities can slow to a crawl.



Industry

Software Development



Company Size

500 Employees

THE SOLUTION

The provider engaged Lunavi to deliver the expertise necessary to modernize its deployment infrastructure and transition to a scalable Azure solution.

- ✓ **Automated Azure Deployments:** Lunavi developed a structured "playbook" for deployments using automated scripting to ensure consistent environments.
- ✓ **Operational Support:** Implementation of enhanced monitoring and alerting tools to maintain mission-critical functionality.
- ✓ **Managed Services:** Ongoing support for daily operational tasks, including security patching, 24/7 monitoring, and resource optimization.
- ✓ **Infrastructure as Code:** Development of automated pipelines to reduce the manual lift and time required for client environment setup.
- ✓ **Data Modernization:** Integration of Microsoft Fabric and Power BI to centralize data and provide advanced reporting visibility.

THE RESULTS

The partnership with Lunavi allowed the provider to accelerate innovation and significantly reduce the overhead associated with new client onboarding.



Rapid Scalability

Deployed **15+** Azure customer environments over a 3-year period.



Cost Reduction

Achieved an **80%** reduction in one-time setup costs via automation and processes.



Increased Efficiency

Realized a **50%** build time reduction via automated scripting.



Optimized Investment

Secured **\$74,000** in Microsoft funding to support migration and modernization efforts.

CONCLUSION



Through this strategic engagement, Lunavi moved the transportation software provider beyond traditional infrastructure to a modern, cloud-native platform that supports its high-growth trajectory. By automating the deployment lifecycle and implementing proactive managed services, the organization can now onboard new customers in a fraction of the time while saving on set-up costs. This partnership has established a scalable foundation that allows the provider to focus on innovating its core solutions while Lunavi ensures the underlying Azure ecosystem remains optimized and ready for what's next.

ABOUT LUNAVI

Lunavi delivers full-stack technology expertise to help clients navigate what's next, from modernizing infrastructure, implementing data analytics strategies, migrating to the cloud, building next-gen apps, or deploying AI at scale. Across multiple industries, Lunavi has led full scale IT transformations and supported teams to achieve their vision. With end-to-end expertise across cloud, data, and AI, we meet you where you are and guide you forward with solutions that scale. www.lunavi.com

