



SUCCESS
STORY



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Modernizing **Data Platforms** with **AWS Cloud** for a Leading **Aviation Retail** Supplier

Client Overview

The client is a global leader in the aviation retail ecosystem, managing retail operations across pre-flight, in-flight, and post-flight services for multiple airlines. With more than \$1 billion in annual transaction value and 80 million transactions processed each year, payments and reporting are critical to operations and customer trust. As transaction volumes surged, their legacy systems lacked the agility and scalability to keep pace, limiting data visualization and slowing decision-making.

Problem Statement

As the business expanded and data volumes grew across multiple modules, teams developed capabilities tailored to specific needs in different systems. Over time, this created opportunities to streamline processes. The existing on-premises platforms, while effective at the time, were not designed for the scale and agility now required to deliver timely insights and cross-functional reporting. Limited automation in data pipelines meant releases involved significant manual work, slowing time-to-market and making it more challenging to deliver business-critical analytics quickly to support daily operations and elevate customer experiences.

Industry: Aviation Retail
Headquarters: Dublin, Ireland
Employees: 200+
Company Type: Private



Tech Stack

- AWS DMS
- AWS Airflow Orchestration
- AWS Redshift & Redshift Data Sharing
- Amazon QuickSight
- Infrastructure as Code (IaC)
- CI/CD Automation
- Data Catalog & Lineage Frameworks

The Solution

MOURI Tech partnered with the client to implement a **unified, cloud-native data platform on AWS**, built on a client-approved architecture. The solution brought together fragmented systems and siloed data into a single source of truth, unlocking enterprise-wide insights and analytics. The implementation utilized Amazon Redshift for high-performance analytics, AWS DMS for seamless data migration and ELT processing, and Amazon QuickSight for intuitive, self-service reporting.

The platform introduced **data governance and quality frameworks**, enabling the trust & single-source of truth in insights across OLTP Source Product Owners, Data Analytics Platform Product Owners & End Airline Client stake holders. Business users were empowered with real-time dashboards and KPIs, giving them actionable visibility into inventory, revenue, and vendor performance. By focusing on **standardization, automation, and reusability**, the solution not only reduced costs but also positioned the client to rapidly onboard new airline partners, expand product lines, and innovate with confidence.

Business Outcomes

- **Workforce Efficiency:** Achieved a **90% reduction in manual processes**, freeing teams to focus on innovation and higher-value tasks.
- **Faster Time-to-Market:** Enabled **automated deployments with minimal downtime**, accelerating delivery cycles and reducing delays.
- **Rapid Product Delivery:** Delivered **15+ data products for multiple airlines** within record time, supporting growth and scalability.
- **Operational Excellence:** Enhanced efficiency through **governance, automation, and standardization** across processes.
- **Real-Time Insights:** Developed **40+ KPI dashboards and BI reports**, empowering business-critical decision-making with real-time visibility.
- **Cost Optimization:** Achieved significant **savings through platform consolidation and code reusability**, driving long-term value.

A Future-Ready Foundation

The modernization was not just about solving immediate inefficiencies but about building a future-ready foundation. By embracing AWS cloud-native technologies, the client enabled secure data sharing across business units, near real-time analytics, and scalable solutions that can grow with business demands. This foundation ensures that the client is well-positioned to respond quickly to new opportunities, deliver enhanced value to airline customers, and sustain long-term innovation in the aviation retail industry.



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