

Smarter infrastructure made simple

Customer success stories

Discover cross-industry examples of how Lenovo and VMware provide fully integrated solutions that accelerate modernization, reduce IT operational demands, and deliver secure, scalable, innovative infrastructure.

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by Broadcom

Smarter
technology
for all

Lenovo

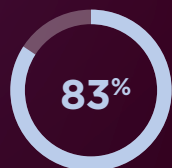


Discover real-world examples of smart infrastructure success

Here, you'll see firsthand how companies worldwide have reduced costs, accelerated transformation, and taken advantage of the flexibility and scalability of modern infrastructure — all thanks to Lenovo and VMware.

The organizations you'll read about span several industries. And while these organizations faced unique challenges, they all shared a common objective: They needed an agile solution to modernize their infrastructures.

IT leaders are challenged with solving digital transformation needs with operational efficiency.



83% of CIOs are worried that they will not have sufficient resources to invest effectively in innovation.¹

From modernizing aging technology to delivering seamless scalability, and even resolving the inefficiencies of public cloud providers, they all needed a partner with global expertise, leading-edge technology, and uncompromising service capabilities.

Each study links into more in-depth information. Get ready to be inspired by the successes of these innovators and create your own success story.

¹ Lenovo, "The Resilient CIO: Lenovo Global Study of CIOs 2023," June 2023

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Solve complex challenges with smarter infrastructure

Many companies worldwide are going through a digital transformation — looking to accelerate modernization, simplify management, and free up resources for innovation. Lenovo and VMware are combining their industry leadership to help empower IT teams to meet these demands head-on.

From edge to core to cloud, Lenovo and VMware are delivering fully integrated solutions and services that are helping deliver smarter infrastructure in simpler ways — accelerating transformation while removing workloads and providing flexibility and agility only the public cloud was thought to be capable of.

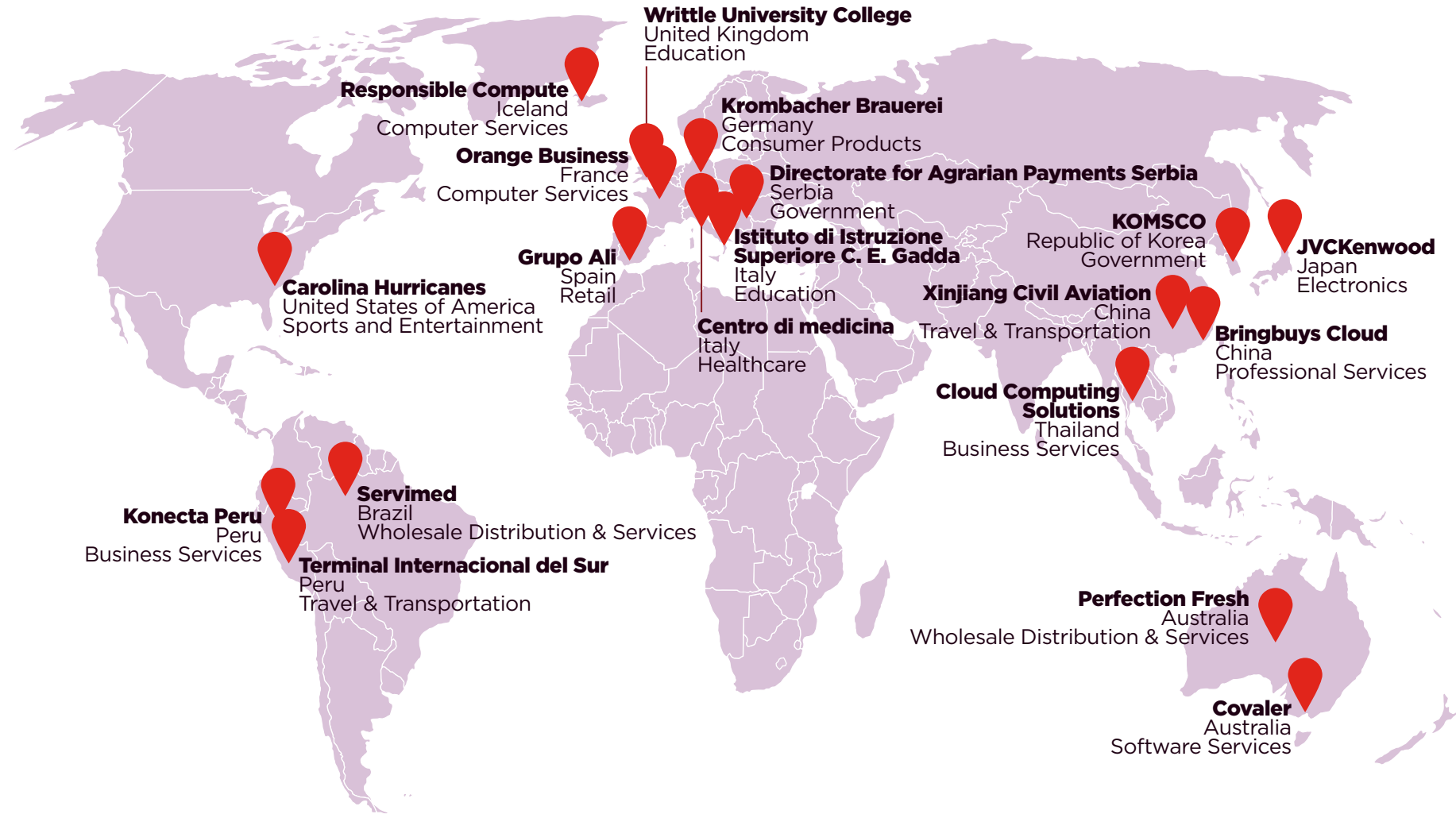
We invite you to take a closer look at the real-world stories on the pages that follow, and to find solutions for IT challenges unique to your organization.

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Proven IT infrastructure solutions that span the globe

We're proud to serve businesses all over the world. If you're interested in how use cases vary from country to country, sector to sector, our interactive map gives you quick access to each location. Click the case study to read more. Or, just read through the book.



Professional Services
China

Bringbuys Cloud

A better way to grow
across borders

Solution Components

Hardware

- Lenovo ThinkAgile VX7530
- Lenovo ThinkSystem SR650

Software

- VMware vSAN™
- Lenovo SDI Management Platform



In Lenovo, we haven't just found a hardware provider, but a true partner. We can count on them for world-class technology and support, as well as advice on how to engage new clients more effectively and grow our business.

Zhou Yunxian,
Chairman, Bringbuys Cloud

Challenge

Bringbuys Cloud's e-commerce platform offers a one-stop shop for clients looking to integrate the many applications, data, and processes involved in cross-border transactions. The company decided to "productize" this platform, reduce the complexity and difficulty of delivery, and optimize costs at the same time. Bringbuys Cloud needed a way to introduce greater compliance and control without sacrificing the flexibility and scalability it had grown accustomed to with cloud.

Solution

Bringbuys Cloud chose Lenovo to transform their infrastructure with the scalable Lenovo ThinkAgile VX and ThinkSystem solutions. The ThinkAgile VX HCI solution, preinstalled with VMware vSAN™, offers a unique, software-defined approach to hyperconvergence to deliver compute, storage, and management in a tightly integrated software stack. Along with Lenovo ThinkSystem, the #1 rated server for reliability, Bringbuys Cloud can now flexibly configure the hyperconverged platform to the unique requirements of each client, providing a dependable platform architecture scaled to their needs.

Results

With its new HCI platform powered by Lenovo and VMware, Bringbuys Cloud has built a much stronger technology backbone for its e-commerce offerings. The high-performing infrastructure can support the most demanding AI and data-intensive workloads — enabling clients to gain insight into large volumes of cross-border e-commerce data and make logistical, operational, and strategic decisions quickly. Lenovo ThinkAgile VX appliances deliver impressive availability, ensuring that clients' critical applications and data are available around the clock. The company has outmaneuvered public cloud uncertainty, gaining an HCI platform that combines on-premises control and security with private cloud agility.

[Read the full story](#)

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Sports and Entertainment
United States of America

Carolina Hurricanes

Accelerating
game-changing
performance analytics

Solution Components

Hardware

- Lenovo ThinkAgile VX

Software

- Lenovo XClarity Integrator for VMware vCenter
- VMware vCenter®
- VMware vSAN™
- VMware vSphere®

Services

- Lenovo Premier Support

“We evaluated several different options, including the public cloud, but Lenovo ThinkAgile VX Integrated Systems offered the optimal balance of price, performance, and scalability. As a long-time user of VMware vSphere® for server virtualization, we felt very confident choosing VMware HCI.

Glenn Johnson,
CIO, Carolina Hurricanes

Challenge

The Carolina Hurricanes are a professional ice hockey team based in Raleigh, North Carolina. Since the 2021–2022 season, the Carolina Hurricanes have been using the NHL EDGE system to track the movement of the puck and on-ice players during every game. With both the volume and velocity of data increasing season by season, pressure was building on the IT infrastructure to increase compute and storage resources to meet those demands.

Solution

The Hurricanes' IT team installed four Lenovo ThinkAgile VX Integrated Systems, configured as a single software-defined cluster using VMware vSphere®. The team successfully completed a live migration of 50 virtual machines to the new cluster with zero downtime and no disruption to users. The organization can now manage its entire infrastructure through a single pane of glass.

Results

Today, the Lenovo ThinkAgile VX platform underpins the entirety of the Hurricanes' IT operations with 3x faster analytics and a quick 3.7-year ROI. In addition to handling administration workloads, this enables new insights into player performance, strategy, injury prevention, and player recruitment.

[Read the full story](#)

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Healthcare
Italy

Centro di medicina

Improving patient
experience with
better service



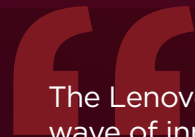
Solution Components

Hardware

- Lenovo ThinkSystem SR650

Software

- VMware vCenter®
- VMware vSphere®



The Lenovo solution enables a new wave of innovation, thanks to the performance and capability it offers. The results are really impressive, and we are more than happy with our choice.

Luisa D'Andrea,
IT Manager,
Centro di medicina

Lenovo

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Challenge

Private healthcare provider Centro di medicina seeks to grow by adding locations and increasing its capacity to serve patients. The company focuses on medical excellence accompanied by a commitment to zero wait time, as well as providing innovative medical insurance plans. To maintain its flagship zero wait policy and to ensure continued clinical and administrative efficiency, the Centro di medicina team looked for a way to improve system response time, cut costs, and enhance patient service.

Solution

Centro di medicina moved its business-critical appointments, clinical information, and company administration solutions to a single Lenovo ThinkSystem SR650 server. VMware vSphere® was deployed to help modernize to a virtual architecture, optimizing resources and flexibility. The organization uses VMware vCenter for simple centralized management.

Results

With Lenovo and VMware technology, system response times are notably faster, enabling clinicians to retrieve patient data more quickly and increase productivity. The patient appointment and general business administration solutions, hosted in VMware vSphere® virtual machines (VMs), now provide improved performance, ensuring the company stays true to its zero wait promise. The increased processing capacity enables Centro di medicina to increase staffing, expand patient workload, and take advantage of growing demand for private healthcare in Italy.

[Read the full story](#)

Business Services
Thailand

Cloud Computing Solutions

Enabling faster, reliable,
and cost-effective
cloud computing

Solution Components

Hardware

- Lenovo ThinkSystem SR860 V2 servers
- Lenovo ThinkSystem DE Series Hybrid Flash Array

Software

- Lenovo XClarity
- VMware vSphere®

“

Our Lenovo servers and storage are in constant use, and we see very few operational issues compared with hardware from other vendors. The hardware is very stable and reliable, and thanks to the ease of operation enabled by the Lenovo XClarity tool, we save time and effort in management. This frees up our experts to focus on delivering great customer service.

Thanet Charoensup,
AVP, Sales and Marketing,
Cloud Computing Solutions

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Challenge

Based in Bangkok, Cloud Computing Solutions (CCS) is a leading provider of cloud computing services in Thailand. Thai businesses can struggle to recruit skilled IT staff, creating an opportunity for CCS to provide outsourced services on the cloud. CCS recognized that it needed to invest in new systems offering greater capacity, performance, and reliability — while simplifying management and maintenance.

Solution

CCS deployed Lenovo ThinkSystem SR860 V2 servers running VMware vSphere® and 15 Lenovo ThinkSystem DE Series Hybrid Flash Array storage systems — all working to support more scalable, high-performance cloud services.

Results

CCS achieved greater scalability and flexibility to meet an increasing demand for cloud services from its customers. The solution has also improved the performance and reliability of its services, helping CCS compete against large international cloud providers without the need for additional employees. The low pricing and maintenance requirements of the Lenovo hardware enable CCS to offer competitive pricing for high-quality cloud services, helping the company maintain its leading position in the Thai market.

[Read the full story](#)

Government
Serbia

Directorate for Agrarian Payments Serbia

Delivering vital financial
support to farming
communities

Solution Components

Hardware

- Lenovo ThinkAgile VX 5000 Series Certified Nodes
- Lenovo ThinkCentre M90t Gen 10
- Lenovo ThinkPad P15 Gen 2 laptop

Software

- Lenovo XClarity Administrator
- Lenovo XClarity Integrator for VMware vCenter
- VMware vCenter®
- VMware vSphere®
- VMware vSAN™

Services

- Lenovo Keep Your Drive

“Thanks to Lenovo and VMware, we’ve dramatically boosted the performance of our business applications, and key tasks such as generating reports now complete twice as fast. This has dramatically increased visibility and made infrastructure management much easier.

Miloš Jelić,
Head of Technical and System Support,
Directorate for Agrarian Payments Serbia

Challenge

To deliver effective financial support to agricultural producers across Serbia, the Directorate depends on its IT systems. As their infrastructure aged, reliability issues were becoming increasingly common. Compounded by mixed vendor platforms, even resolving support challenges was inefficient. The organization recognized that the environment would be unable to scale efficiently to address new use cases such as analytics.

Solution

The Directorate for Agrarian Payments selected an HCI solution from Lenovo and VMware to support its mission-critical business systems. With VMware vCenter® and Lenovo XClarity Integrator for VMware vCenter, the Directorate can manage its entire infrastructure via a single pane of glass. The Directorate has also selected Lenovo as its preferred provider of workstations and laptops.

Results

Since making the transition to the HCI platform built on Lenovo ThinkAgile VX appliances and VMware SAN, the Directorate has eliminated the reliability and scalability challenges of its previous architecture. By boosting its data transfer speed from 100 Gbps to 750 Gbps with VMware vSAN, the Directorate has also enhanced the efficiency of its data backups, helping to ensure that vital data is always protected. With fully integrated and tested systems from a single provider, Lenovo provides a single point of contact for any support need to streamline troubleshooting.

[Read the full story](#)

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Retail
Spain

Grupo Ali

Enabling non-stop availability for a dynamic retailer of baby products, housewares, and toys

Solution Components

Hardware

- Lenovo ThinkAgile VX Series

Software

- VMware ESXi™
- VMware vSAN™

Services

- Lenovo Post Warranty Services

Everything runs more quickly, reliably, and simply since we moved to the Lenovo and VMware hyperconverged solution. Interruptions to our sales processes are a thing of the past, so we can focus on growing our online business.

Daniel Neira Lemos,
IT Manager,
Grupo Ali

Challenge

Grupo Ali wanted to focus on driving sales nationwide through their online store. They would need to support seamless digital experiences and cut the business risk of unplanned downtime.

Solution

The company deployed a VMware vSAN™-based hyperconverged solution — comprised of separate Lenovo ThinkAgile VX clusters at three sites.

Results

The move has enabled 100% uptime since implementation, driving exceptional customer experiences. Their IT performance has also reached new heights: Backup times accelerated by up to 93% — and employees can address sales queries much faster.

[Read the full story](#)

Lenovo

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Education
Italy

Istituto di Istruzione Superiore C. E. Gadda

Equipping high school students with the skills to run the factories of the future

Solution Components

Hardware

- Lenovo ThinkAgile VX Series

Software

- Autodesk AutoCAD
- Autodesk Fusion 360
- NVIDIA RTX Virtual Workstation
- VMware Horizon®
- VMware vSAN™
- VMware vSphere®

Services

- Lenovo On-site Services – Deployment
- Lenovo Preconfigured Support - Warranty Service Upgrades, Response time
- Lenovo Premier Support
- Lenovo Virtualization & VDI Services



In the next school year, our students will start using the Lenovo and VMware VDI environment for the first time. We're certain the feedback will be positive, and we're confident that our new labs program will equip our students with the skills they need to thrive in their further studies and careers.

Margherita Rabaglia,
Headteacher, Istituto di Istruzione Superiore C. E. Gadda

Challenge

Based in Emilia Romagna, Italy, Istituto di Istruzione Superiore C. E. Gadda plays a key role in the region's automotive industry — offering high school students specialist skills for high-tech manufacturing jobs. But when the COVID-19 pandemic closed campus, they needed a way to deliver classes on the latest computer-aided design (CAD) techniques to students from their home computers.

Solution

The organization worked with Lenovo and VMware to deploy a virtual desktop infrastructure (VDI) solution based on VMware Horizon® and high-performance Lenovo ThinkAgileVX Series appliances.

Results

The VDI solution allows students to use almost any laptop or desktop with an internet connection to run highly demanding CAD applications — empowering the organization to deliver effective teaching remotely.

[Read the full story](#)

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JVCKENWOOD

Supporting new working demands with a renewed virtual infrastructure — empowering engineering teams to work efficiently, on location and remotely

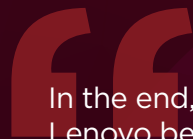
Solution Components

Hardware

- Lenovo ThinkSystem SR650
- Lenovo ThinkSystem SN550

Software

- VMware Horizon®
- VMware vSphere® Enterprise Plus



In the end, we decided to go with Lenovo because of its three-tier configuration, reliability, past performance, and price.

Mr. Morikazu Kanzura,
Expert, IT Department,
JVCKENWOOD

Challenge

In 2014, JVCKENWOOD introduced VDI for company-wide use to efficiently operate PCs and other devices — capable of supporting up to 2,000 simultaneous users. A year later, they migrated to a VDI-based CAD environment, hoping to operate hardware more efficiently. However, in 2017, they saw a decline in performance — and the need for a new hardware platform.

Solution

JVCKENWOOD dialed up the performance and capacity of their VDI with Lenovo ThinkSystem SN550 and Lenovo ThinkSystem SR650 servers — with VMware Horizon® and VMware vSphere® Enterprise Plus software.

Results

The transformation has helped thousands of employees work efficiently with rapid, reliable access to essential applications and systems. In turn, the company has seen a resounding boost in agility and productivity.

[Read VDI story](#)

[Read CAD story](#)

Government
Republic of Korea

KOMSCO

Bringing the cloud in-house

Solution Components

Hardware

- Lenovo ThinkAgile VX7520
- Lenovo ThinkSystem DE Series Storage
- Lenovo ThinkSystem DM Series Storage

Software

- Lenovo XClarity
- VMware vCenter®
- VMware vSAN™
- VMware Site Recovery Manager™

Services

- Lenovo Implementation Services
- Lenovo Migration Services

“Lenovo’s proposed hyperconverged solution with VMware vSAN gave us the combination of flexibility and robustness we needed, wrapped up in an easy-to-manage environment.

Lim Do-Hyun,
CIO,
KOMSCO

Challenge

KOMSCO is the sole manufacturer of Korea’s physical currency. As a specialist in anti-counterfeiting technology, KOMSCO also handles the secure printing of passports and ID cards. To support key business services, KOMSCO was using computing and storage resources from a public cloud service provider. Service levels were falling as the underlying hardware aged, and fees were rising beyond expectations. The public cloud environment offered limited visibility into the current status of resources, and it was difficult for KOMSCO to add or reallocate resources during operation. The organization’s four distinct workloads — internal network, external network, databases, and blockchain — were mixed together and competing for the same resources.

Solution

KOMSCO chose an on-premises private cloud solution based on Lenovo ThinkAgile VX 7000 Series hyperconverged appliances with integrated VMware vSAN™ software and Lenovo ThinkSystem DE and DM Series storage. Mirrored all-flash storage offers exceptional data performance, and redundant high-speed network components round out the solution.

Results

Lenovo and VMware have enhanced the performance and stability of KOMSCO’s systems while improving the ease of operation. Thanks to VMware’s advanced software-defined storage and vSAN capabilities, KOMSCO can flexibly assign and reassign resilient, high-performance storage resources without incurring the full cost of an enterprise SAN. Using the solution, KOMSCO has introduced local blockchain currency services used by more than 60 local government organizations, as well as a blockchain-based mobile driving license.

[Read the full story](#)

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Business Services
Peru

Konecta Peru

Pivoting to meet
the challenges of
remote work

Solution Components

Hardware

- Lenovo ThinkAgile VX 7000 Series
- Lenovo XClarity Controller

Services

- Lenovo TruScale Infrastructure Services
- Lenovo Managed Services
- Lenovo Virtualization and VDI Services

“Lenovo TruScale Infrastructure Services gives us all the key advantages of the public cloud without any of the drawbacks and with the best experience. With Lenovo TruScale, we can respond to business needs quickly, easily, and without worrying about infrastructure. It certainly lives up to our expectations.

Carlos Rafael Alayo Velasquez,
IT Director,
Konecta Peru

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by Broadcom

Challenge

Konecta Peru is one of the largest full-service business process outsourcing (BPO) and contact center service providers in Peru. To serve an ever-growing client base, Konecta Peru must be able to allocate both human and IT resources dynamically.

Solution

Konecta Peru looked for a flexible, easily scalable, low-maintenance infrastructure platform and determined that Lenovo TruScale Infrastructure Services was the ideal choice. The Lenovo XClarity Controller embedded in every server on a separate microprocessor means that data center infrastructure can be monitored without putting any load on the infrastructure. Plus, with Lenovo TruScale, customers can budget based on the workloads they're processing.

Results

Lenovo TruScale Infrastructure Services meets Konecta Peru's requirements for availability, scalability, and security while also keeping operational costs transparent and minimizing risk. The company is already planning to expand its Lenovo TruScale implementation with nine additional Lenovo ThinkAgile VX 7000 Series appliances to meet increased demand.

[Read the full story](#)

Consumer Products
Germany

Krombacher Brauerei

Keeping premium beer
flowing without delays to
meet global demand



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Solution Components

Hardware

- Lenovo ThinkAgileVX Series Certified Nodes for SAP HANA
- Lenovo ThinkPad T470
- Lenovo ThinkPad T490
- Lenovo ThinkPad T14

Software

- Lenovo XClarityAdministrator
- SAP S/4HANA
- VMware vCenter®
- VMware vSAN™
- VMware vSphere®

Services

- Lenovo Premier Support
- Lenovo YourDriveYourData



Being able to respond faster to new business requirements by simplifying provisioning with the Lenovo ThinkAgileVX platform is crucial to keep our customers happy in a dynamically changing world.

Jan Spuhler,
IT System Administrator,
Krombacher Brauerei

Challenge

The largest private brewery in Germany, Krombacher Brauerei relies on SAP applications to manage the annual production of more than 600 million liters of premium beer – and to distribute products to wholesalers and retailers around the globe. With that type of volume, they wanted to increase efficiency and ensure the data center infrastructure for its SAP solutions is available 24/7.

Solution

The organization worked with Lenovo and VMware to deploy a virtual desktop infrastructure (VDI) solution based on VMware Horizon® and high-performance Lenovo ThinkAgileVX Series appliances. With an attractive TCO, the Lenovo ThinkAgileVX platform combines VMware vSAN™ and VMware vSphere® to accelerate provisioning and streamline system administration.

Results

Krombacher was able to increase the level of virtualization and automation. Using vSAN, VMware's HCI solution, they saved 50 TB of storage space with compression and achieved a deduplication ratio of 1.66. The new cost-effective solution has allowed for better redundancy across all mission-critical business applications, including in-memory solutions such as SAP HANA.

[Read the full story](#)

Computer Services
France

Orange Business

Supporting cloud
services with speed
and simplicity

Solution Components

Hardware

- Lenovo ThinkAgile VX
- Lenovo ThinkSystem servers

Software

- Lenovo XClarity Administrator
- Lenovo XClarity Orchestrator
- VMware vCenter®
- VMware vSAN™
- VMware vSphere®

The strong integration between Lenovo and VMware is a big plus for us. It makes it easy for us to set up and manage the environment. We can also count on the platform to deliver the high performance and reliability that our business demands.

Espen Riis Andersen,
Head of Server Hardware,
Orange Business

Lenovo

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Challenge

As the strategic IT partner for hundreds of companies across the globe — including many large transportation, retail, e-commerce, finance, and public sector organizations — Orange Business must deliver top performance and availability for critical systems and processes at a competitive price. The company was looking for an infrastructure partner that could meet its needs for cost-effective performance, reliability, and availability.

Solution

Orange Business recently expanded its Lenovo footprint with a VMware vSAN™ hyperconverged architecture preconfigured into the Lenovo ThinkAgile VX appliances. In response to rising energy prices, Orange Business has taken advantage of Lenovo's advanced energy efficiency and power-saving features — saving around 200 watts of energy per server.

Results

With Lenovo and VMware vSAN™ technology delivering high availability and stability, Orange Business can ensure predictable performance and maximum uptime for its clients. The company also benefits from short times to production for new systems, thanks to easy configuration and management from Lenovo XClarity. Lenovo XClarity Integrator for VMware seamlessly integrates with VMware vSAN™ through VMware vCenter®, making it easy to manage firmware updates and compliance, schedule maintenance windows, provision new systems, and check configuration settings.

[Read the full story](#)

Wholesale Distribution & Services
Australia

Perfection Fresh Australia

Getting fresh produce
from field to fork

Solution Components

Hardware

- Lenovo ThinkAgile VX3320

Software

- Lenovo XClarity Integrator
- VMware vCenter®
- VMware vCenter® Lifecycle Manager™
- VMware vSAN™
- VMware vSphere®

We have lots of exciting plans for the future. Backed by the rock-solid Lenovo ThinkAgile VX platform, we can keep operations running reliably while exploring new ways to bring flavorsome fresh produce to customers.

Francesco Oliveri,
Head of ICT,
Perfection Fresh Australia

Challenge

Perfection Fresh, Australia's largest privately owned fresh produce business, needed to replace their aging three-tier infrastructure. They were looking for a solution they could rely on 24/7 — to avoid system downtime and perishing crops.

Solution

They worked with MOQdigital to replace their infrastructure with Lenovo ThinkAgile VX Series — a hyperconverged infrastructure solution powered by VMware vSAN™.

Results

Round-the-clock uptime has kept operations running reliably — helping Perfection Fresh deliver the freshest fruit and vegetables.

[Read the full story](#)

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Computer Services
Iceland

Responsible Compute

Powering HPC's journey
to sustainability

Solution Components

Hardware

- Lenovo ThinkSystem SD630 V2 servers

Software

- Lenovo XClarity Energy Manager
- Rescale platform for turnkey HPC
- VMware Aria
- VMware Cloud™
- VMware vSphere®

“We aim to provide a truly sustainable solution, one that allows our customers to reduce their carbon footprint, evaluate their emissions evolution, and take appropriate steps to further their journey towards carbon neutrality.

Kristján Hafsteinsson,
Managing Director,
Responsible Compute

Lenovo

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Challenge

According to Climate Neutral Group, data center computing generates around 2% of the world's greenhouse gas emissions, putting it on par with the airline industry. Ever-growing demand for computing by data-intensive, power-hungry applications is only accelerating this trend. Responsible Compute sought a solution to high-performance computing (HPC) emissions by using Iceland's plentiful hydro and geothermal energy sources to power its infrastructure for cost-effective, carbon-neutral hosting. This enables clients to run the compute-intensive workloads their businesses increasingly demand in a responsible way.

Solution

High-density Lenovo ThinkSystem servers are at the heart of Responsible Compute's sustainable HPC hosting infrastructure, specified to customer needs. For virtualization, Responsible Compute relies on VMware vSphere® and VMware Cloud, optimized for HPC and AI workloads. Responsible Compute also uses Lenovo XClarity Energy Manager to monitor power and temperature at the server level and group level, providing customers with detailed, real-time insight into exactly how much energy they're using.

Results

Responsible Compute is bringing powerful and planet-friendly HPC resources within closer reach of more businesses. Customers can count on ultra-reliable, high-performing Lenovo technology to power their most complex and critical workloads while cutting their costs and carbon footprint, helping lead their businesses into a successful, sustainable future.

[Read the full story](#)

Servimed

Powering business growth and streamlining distribution with a flexible as-a-Service solution

Solution Components

Hardware

- Lenovo ThinkAgile VX 7000 Series
- Lenovo ThinkSystem SR950
- Lenovo ThinkSystem SR650
- Lenovo ThinkSystem NE1032 RackSwitch
- Lenovo D1224 DAS

Software

- VMware vSAN™
- VMware vSphere®
- SUSE Linux Enterprise Server

Services

- Lenovo TruScale™ Infrastructure Services

“Revolutionizing our infrastructure with Lenovo has given us more scalability and agility to respond to demands. Technology is no longer a bottleneck, but a strategic powerhouse for the Servimed business.

Afonso Pelegrini,
IT Manager,
Servimed

Lenovo

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Challenge

As one of the largest distributors of pharmaceutical and consumer products in Brazil, Servimed has carved out significant market share. To power the next phase of its growth strategy, the company set out to simplify and streamline its IT infrastructure.

Solution

They became one of the first companies in Brazil to adopt a hybrid cloud model based on Lenovo ThinkAgile VX hyperconverged solutions powered by VMware vSAN™ software and hosted by Lenovo TruScale™ Infrastructure Services.

Results

The move helped the company cut costs, accelerate innovation, and enable 100% availability, contributing to its competitive edge.

[Read the full story](#)

Travel & Transportation
Peru

Terminal Internacional del Sur

Connecting southern Peru
with the rest of the world

Solution Components

Hardware

- Lenovo ThinkAgile VX Certified Nodes
- Lenovo ThinkSystem NE1032T RackSwitch

Software

- Lenovo XClarity
- VMware vCenter®
- VMware vSAN™
- VMware vSphere®

Services

- Lenovo Premier Support

We are confident that our work with Lenovo and VMware will help us to continue to contribute to the economic development of the region and to keep Matarani as the port of choice for Peruvian companies trading with the rest of the world.

Pedro Valencia,
Information Technology Manager,
TISUR

Challenge

Terminal Internacional del Sur (TISUR) plays a key economic role in southern Peru as the operator of the port of Matarani, the second busiest port in the country. With aging servers and storage increasing the risk of shipping delays, they needed to modernize their infrastructure.

Solution

They deployed a Lenovo ThinkAgile VX hyperconverged infrastructure (HCI), powered by VMware vSAN™ and VMware vSphere® software, with Lenovo ThinkSystem NE1032T RackSwitch network hardware. The company uses the integrated server, storage, and virtualization resources to run more than 50 virtual servers that support its production and test environments.

Results

With the Lenovo ThinkAgile VX platform, they increased server performance by 300%, simplified infrastructure management, and improved availability — helping to ensure cargo reaches its destination on time, every time.

[Read the full story](#)

Education
United Kingdom

Writtle University College

Advancing knowledge
in land-based industries

Solution Components

Hardware

- Lenovo DM5000H storage appliances
- Lenovo ThinkSystem SR650 V2 servers

Software

- VMware vSphere®

Services

- Lenovo Premier Essential Service

Lenovo is by far the most cost-effective solution for higher education providers looking to upscale their systems.

Richard Brotherton,
IS&T Operations Manager
(Development & Infrastructure),
Writtle University College

Challenge

Founded in 1893, Writtle University College (WUC) offers land-based, environmental, animal, and sport courses including graduate, postgraduate, further education, short courses, and apprenticeships. Introducing new video capabilities would overwhelm its existing data storage capacity, bringing this innovative educational project to a halt.

Solution

WUC deployed Lenovo storage and servers alongside VMware vSphere®, supporting its virtualization and consolidation IT strategy while providing additional compute capacity in a smaller physical footprint. With an intuitive user interface, the WUC team quickly became familiar with the capabilities of the new solution.

Results

Using efficient, scalable, high-performance storage and servers, WUC enabled high-definition capture of demonstrations, presentations, and dissections. Performance increased by up to 10x with a 50% reduction in storage units and a 33% reduction in the number of servers.

[Read the full story](#)

Travel & Transportation
China

Xinjiang Civil Aviation Information Network Co, Ltd

Enabling scalability and resilience for mission-critical airport systems as passenger numbers soar

Solution Components

Hardware

- Lenovo ThinkAgile VX7520
- Lenovo ThinkSystem DM7100F Unified All Flash Storage Array
- Lenovo ThinkSystem SR650, SR665, and SR670 servers

Software

- Apache Hadoop
- Kubernetes
- Oracle Real Application Clusters
- VMware vSAN™

Services

- Lenovo Assessment Services
- Lenovo Design Services
- Lenovo Factory Integration Rack and Stack
- Lenovo On-site Services – Deployment
- Lenovo Post Warranty Services

We are confident that Lenovo and VMware solutions are the optimal foundation to support mission-critical aviation services in Xinjiang for years to come.

Mr. Fu,
IT Director, Xinjiang Civil Aviation,
Information Network Co, Ltd

Challenge

Xinjiang Civil Aviation Information Network Co, Ltd is responsible for delivering the information systems that support departures at airports across China's Xinjiang region. As passenger numbers grow, so will the volume and velocity of their data processing requirements.

Solution

After reviewing solutions from a number of leading data center solution vendors, Xinjiang Civil Aviation Information Network Co, Ltd deployed a hyperconverged solution based on Lenovo ThinkAgile VX7520 appliances, powered by VMware vSAN™.

Results

This has enabled scalable, reliable, and high-performance data processing that helps keep civil air travel in Xinjiang flowing smoothly.

[Read the full story](#)

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Find your success story

Lenovo and VMware ensure you're ready for anything with simpler solutions for modernizing, accelerating, and streamlining smarter infrastructure for your organization. The stories you've seen here represent only a selection of the many successful case studies to use as inspiration and make your own.

[Discover more](#) to explore on the next page.

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Customer Stories Summary

You can search and learn more details about each featured case study here by clicking anywhere within the row for each company listed.

Also included in this chart you'll find a number of additional customer success stories not featured in this book, but available to you on our site — just click the row for each company to explore those in detail.

[Read more](#) customer success stories and case studies.

Company	Description	Country	Industry
Bringbuys Cloud	A better way to grow across borders	China	Professional Services
Centro di medicina	Improving patient experience with better service	Italy	Healthcare
Carolina Hurricanes	Accelerating game-changing performance analytics	United States of America	Sports and Entertainment
Cloud Computing Solutions	Enabling faster, reliable, and cost-effective cloud computing	Thailand	Business Services
Directorate for Agrarian Payments Serbia	Delivering vital financial support to farming communities	Serbia	Government
Grupo Ali	Enabling non-stop availability for a dynamic retail environment	Spain	Retail
Huguan County People's Hospital	Streamlining the patient experience from end-to-end	China	Healthcare
Istituto di Istruzione Superiore C. E. Gadda	Equipping high school students with the skills to run the factories of the future	Italy	Education
JVCKenwood	Enabling engineering teams and supporting new job demands via renewed virtual infrastructure	Japan	Electronics
KOMSCO	Bringing the cloud in-house	Republic of Korea	Government
Konecta Peru	Pivoting to meet the challenges of remote work	Peru	Business Services
Krombacher Brauerei	Keeping premium beer flowing without delays to meet global demand	Germany	Consumer Products
Memjet Australia	Keeping critical corporate services running efficiently	Australia	Manufacturing
Orange Business	Supporting cloud services with speed and simplicity	France	Computer Services
Perfection Fresh	Getting fresh produce from field to fork	Australia	Wholesale
Responsible Compute	Powering HPC's journey to sustainability	Iceland	Computer Services
Servimed	Powering business growth and streamlining distribution with a flexible as-a-Service solution	Brazil	Wholesale
SHD	Creating business opportunities with a cost-effective, next-generation cloud service	Germany	Software
Siemens Digital Industries	Accelerating software development for cutting-edge factory automation	Germany	Industrial Products
Sino-German Ecopark	Building a greener future with leading-edge technologies	China	Construction
Tama University	Delivering a leading learning experience	Japan	Education
Terminal Internacional del Sur	Connecting southern Peru with the rest of the world	Peru	Travel & Transportation
Writtle University College	Advancing knowledge in land-based industries	United Kingdom	Education
Xinjiang Civil Aviation	Enabling scalability for mission-critical airport systems as passenger numbers soar	China	Travel & Transportation

A long-standing partnership

For more than 20 years, Lenovo and VMware have been partnering with customers around the world to optimize their investment in IT infrastructure and become cloud-smart. Our innovative joint portfolio of fully tested and validated solutions combining infrastructure, software, and services is designed for enabling faster insights, improving operational efficiency, and accelerating business value and innovation on your edge-hybrid multicloud journey.

Ready to take a step toward your Lenovo and VMware success story?

Reach out to your Lenovo representative to discover a smarter way to modern infrastructure.

Learn more about the [Lenovo and VMware partnership](#).

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