

Finding flexibility from the inside, out.

How Hubei Initiate Information Technology used Lenovo Managed Services to transform their IT services.

Lenovo Infrastructure Solutions
for The Data-Centered

Lenovo

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Background

Hubei Initiate Information Technology helps businesses in China build, manage, and maintain the network infrastructures they need to operate — from communication engineering, to network system construction and network integrated maintenance solutions.

Many of their clients have complex networking needs, and it's up to Hubei Initiate Information Technology to deliver for each and every one.

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Challenge

Hubei Initiate Information Technology's Network Operations Center (NOC) is the foundation of their managed services offerings.

For clients to connect their data centers to the NOC, they had to lease private Wireless Area Network (WAN) circuits from Internet Service Providers (ISPs). This worked for larger clients, but was too expensive for smaller businesses, especially for those who only needed additional capacity for a short time.

And because Hubei Initiate Information Technology often relied on third parties to provide and maintain these systems, they had limited visibility over their clients' networks — making it hard to identify and resolve bandwidth issues.

An aerial photograph of a city skyline at sunset. The sky is a warm, golden-orange color, and the city buildings are silhouetted against it. In the foreground, there are several modern buildings, including a prominent one with a grid-like facade on the left. A highway interchange is visible on the right side of the image. A semi-transparent purple rectangle is overlaid on the left side of the image, containing white text.

Strengthening networks

To better support their smaller clients and gain more in the future, Hubei Initiate Information Technology set out to develop pay-per-use network services.

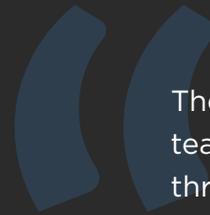
That's when they connected with Lenovo.

Setting things up for scalability

To meet their current and future goals, Lenovo implemented physical and virtual networking resources that connect Hubei Initiate Information Technology's clients' data centers with their NOC.

And with ongoing support from Lenovo Managed Services, the Lenovo team is always on hand to help resolve any issues quickly and effectively.

Most importantly, we built a plan with flexible pricing based on service usage. This allowed Hubei Initiate Information Technology to lower their total cost of ownership, with the option to scale their networking infrastructure if clients need additional bandwidth.



The Lenovo Managed Services team was very supportive throughout the implementation and they continue to help us get the most out of our solutions.

Site Shu

Manager of Operation Maintenance,
Hubei Initiate Information Technology

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Results

Backed by Lenovo support and smarter infrastructure solutions as-a-service, Hubei Initiate Information Technology improved client-facing services and strengthened its internal network management.

Now, they can offer a broader range of network services between data centers, consolidate management and control for both physical and virtual deployments, and provide robust and reliable network-wide VPN solutions with real-time insights into potential delays and packet loss across all networks.

Our flexible pricing model helped them pass significant savings onto their clients and attract new ones, too. They were even able to offer their clients a pay-per-usage pricing model — making things easier for smaller clients with dynamic network and infrastructure requirements.



Improved client services



Strengthened internal network management



Increased savings with pay-per-use solutions



We look forward to strengthening our partnership with Lenovo in the future as we continue to innovate and develop new services.



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Where will smarter infrastructure solutions as-a-service take you?

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