Supercharging growth through simplicity and flexibility.

How Servimed leveraged Lenovo TruScale™ Infrastructure Services and Lenovo ThinkSystem SR950 and SR650 servers powered by 2nd Gen Intel® Xeon® Scalable processors to simplify its IT infrastructure, unlocking new efficiencies and boosting productivity.

Lenovo Infrastructure Solutions for The Data-Centered

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Lenovo

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Background

Between four decades and eight Brazilian states, Servimed has grown to one of the largest distributors of pharmaceutical and consumer products in Brazil—living out their mission to be the strategic link between the manufacturing and retailing sectors.

Today, with 2,000 employees, over 28,000 orders per month and a robust portfolio of more than 15,000 products, Servimed's momentum is just picking up.

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Challenge

As they continued to experience growth, one thing remained top of mind for Servimed: efficiency.
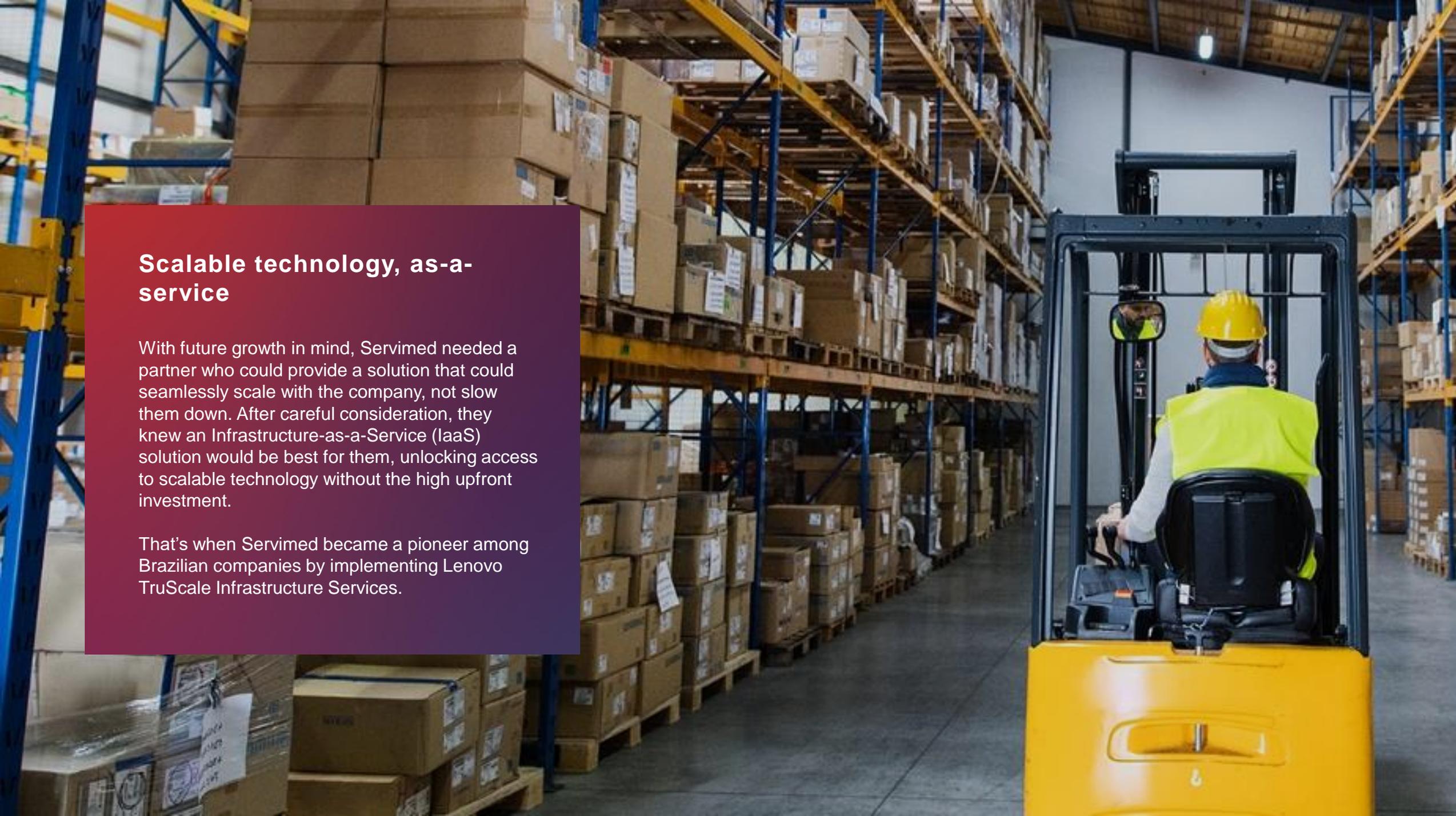
For them, boosting efficiency meant identifying opportunities to streamline their shipping and sales processes. As they prepared to upgrade to SAP HANA applications, a large, efficiency-boosting opportunity presented itself in their underlying IT infrastructure. At the time, their legacy IT solution required specialized support which increased cost, limited agility, and ultimately, created an obstacle on Servimed's course of innovation and change.

True to their fearless spirit, they acknowledged the need for an IT transformation, and set out to find a simplified IT consumption model that could grow with them.

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"Our business depends on highly responsive SAP applications. To support our move to SAP HANA, we wanted the best underlying architecture to ensure we could use our new ERP capabilities to their full potential."
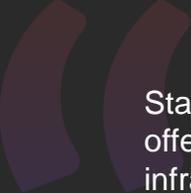
Alfonso Pelegrini
IT Manager, Servimed

Scalable technology, as-a-service

With future growth in mind, Servimed needed a partner who could provide a solution that could seamlessly scale with the company, not slow them down. After careful consideration, they knew an Infrastructure-as-a-Service (IaaS) solution would be best for them, unlocking access to scalable technology without the high upfront investment.

That's when Servimed became a pioneer among Brazilian companies by implementing Lenovo TruScale Infrastructure Services.

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Starting a new project in the public cloud is usually straightforward and offers known benefits. However, when we talk about an on-premises infrastructure migration with highly interconnected processes, the risks increase significantly compared to the benefits. It's like changing the wings of an airplane while flying! We did a technical and financial feasibility analysis of as-a-service models currently available, and for the same infrastructure we currently have with Lenovo's TruScale in a public cloud, we would pay three times the fee, and incur additional challenges with performance and control.

Henrique Cardoso
Coordinator of IT Infrastructure
and Security, Servimed

A multi-faceted solution

With Lenovo's pay-as-you-go technology, Servimed was equipped to start transforming their systems from the ground up.

First and foremost, in collaboration with Lenovo Gold Partner Presentia Consultoria E Servicos, Lenovo helped Servimed migrate a hyperconverged cluster based on a Lenovo ThinkAgile VX hyperconverged infrastructure (HCI). The innovative solution was deployed on Lenovo TruScale Infrastructure and powered by VMware vSAN® and vSphere® software, and Lenovo ThinkSystem SR950 and SR650 servers powered by 2nd Gen Intel ® Xeon ® Scalable processors running the SUSE Linux Enterprise Server operating system and VMware hypervisor.

Simultaneously, Servimed successfully rolled out its new SAP HANA environment, which allowed them to replace their tape-based backups with the Lenovo cluster using Veeam solutions, ultimately increasing business resilience.

And, shortly after a successful implementation, Servimed scaled up the infrastructure to meet growing business needs. From hardware design to implementation and service management, TruScale made it possible for Servimed to do this quickly and smoothly.

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Our worry was that choosing HCI would limit our ability to scale. In fact, the opposite has turned out to be true. Working with Lenovo TruScale Infrastructure Services, we can precisely match resources to business requirements, so that we can act on business opportunities but don't pay for idle capacity.

Henrique Cardoso
Coordinator of IT Infrastructure
and Security, Servimed

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As a distributor of pharmaceutical and consumer products, we had a huge responsibility to keep operations running throughout the COVID-19 pandemic. Lenovo TruScale Infrastructure Services guarantees round-the-clock availability. What's more, 24/7 remote monitoring—which enables us to proactively predict and prevent issues across the infrastructure stack—meant that our employees did not have to come into the data center as often, helping to protect their health.

Alfonso Pelegrini
IT Manager, Servimed

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Results

With its streamlined IT infrastructure, Servimed is fueling the next phase in its growth strategy.

Now, with a powerful IT foundation for their SAP HANA environment, they have a single source of ERP information, leading not only to the flexibility to scale in the future, but more effective decision-making for the business.

Not to mention, by embracing an IaaS model, they've also reduced the administrative burden on the IT team, leading to an overall productivity boost across the company. Henrique Cardoso explains, "With our legacy solution, it took eight hours to provision a virtual machine. Using VMware running on Lenovo, we can do it in just ten minutes. Before, we had to call in specialized staff to help with tasks like VM creation. Now, any member of our team can do it with ease. Engaging Lenovo TruScale has made our team more productive, effective, and focused on our core business."

As their 24/7 distribution business continues to grow, Servimed relies on the high availability and resilience of Lenovo TruScale to achieve business results today, while predictable Operational Expenditure OPEX pricing also allows them to plan for a bright future.

Servimed
Mais forte, mais próxima de você.
sempre presente com

✓ **>98% reduction in VM creation times**

✓ **100% availability since implementation**

✓ **Freed up 40% of the IT team's time**

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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.

Alfonso Pelegrini
IT Manager, Servimed

Where will you go with Lenovo TruScale Infrastructure Services?

The Data-Centered go beyond the traditional data center services and act as a true partner to facilitate business growth. Discover how a pay-for-what-you-use data center could take your company to the next level.

Explore Lenovo TruScale Infrastructure Services