

October 2023 | eBook

Any Workload, Any Scale, Anywhere. Unlocking Success with ThinkAgile HX Series

Inspiring Customer Stories from Lenovo and Nutanix

NUTANIX

Lenovo



Introduction

Lenovo and Nutanix make datacenter infrastructure invisible, elevating IT to focus on the applications and services that power the business. Whether it's financial services, media and entertainment, retail, or manufacturing, our customers have leveraged ThinkAgile HX to support all of their applications - not just general-purpose virtualization, but also business critical workloads, communication and collaboration, Big Data, dev/test, cloud-native app development, EUC/VDI, and others—all with one-click simplicity. We hope you enjoy these examples of success by customers like you. We look forward to helping you do even more with less - with Lenovo ThinkAgile HX powered by Nutanix.

To learn more about the Nutanix and Lenovo partnership, please visit:

<https://www.nutanix.com/lenovo>

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Supporting Students Both on and off Campus

Education | Israel

One of the largest and most prestigious academic centers in Israel, Ashkelon Academic College (AAC) provides teaching and research opportunities to more than 6,000 students. The college offers both undergraduate and postgraduate degree courses, specializing in the social sciences, health sciences, natural sciences, and humanities. AAC's 1,000-strong teaching team includes some of the country's most prominent academics. To simplify and modernize IT operations, AAC chose to replace its traditional three-tier environment with a state-of-the-art hyperconverged infrastructure (HCI) from Lenovo and Nutanix.

[Read the Lenovo Case Study](#)

“We briefly considered replacing our server and storage solutions like-for-like, but after looking at what was available on the market, we quickly realized that HCI was the best way forward,” recalls Cohen. The Lenovo ThinkAgile HX platform met all our requirements in terms of flexibility and scalability.

Shai Cohen

Head of Information Technology and Digital, Ashkelon Academic College





Gaining Greater Sale, Simplicity, and Savings

Finance | China

Working closely with Lenovo, BoCom International Trust built a new cloud-based data center. At the core is a six-node Lenovo ThinkAgile HX5520 cluster, which supports key production systems. This server layer is built on a VMware vSphere-based hyperconverged infrastructure. Alongside it is a tightly integrated layer of distributed storage, featuring Nutanix AHV virtualization and Nutanix AOS storage.

[Learn More](#)

“Lenovo’s HCI solution has delivered on all of our requirements, giving us much greater scalability, agility, and resilience, all at greatly reduced effort and expense.

Yao

IT Department Senior Manager, BoCom International Trust



Fueling Top Performance for Demanding Design Workloads

Energy & Utilities | China

China Petroleum East China Institute of Design (CEI) is one of China's leading national petrochemical design institutes, specializing in end-to-end services for the petroleum refining and chemical engineering fields, from digital integrated design, engineering, and consulting to construction and general contracting. CEI gave its large virtual desktop infrastructure (VDI) a new lease on life with a hyperconverged infrastructure (HCI) platform built on 15 Lenovo ThinkAgile HX Series appliances and Nutanix Cloud Platform software, including AHV virtualization. Fast performance and flexible storage capacity help designers and engineers work without disruption, while simplified management cuts costs and IT team workload.

[Learn More](#)

“We are very pleased with our decision. The solution from Lenovo and Nutanix has completely solved our storage capacity and performance problems. We have gained a very reliable platform that will serve our business well into the future.

Senior Engineer

China Petroleum East China Institute of Design





Ready for a New Era of Patient Care

Healthcare | Republic of Korea

Dongguk University Medical Center (Ilsan), a multi-specialty hospital located in the Seoul Capital Area of South Korea, is the first health system of its kind in the world to combine Western and Eastern medicine. Since its inception, the hospital has been committed to breaking new ground and achieving better outcomes, with state-of-the-art information systems and technology playing a vital part in driving this ambition. To enable a next-generation healthcare information system (HIS), the hospital implemented a hyperconverged infrastructure solution from Lenovo and Nutanix—lifting performance by 50%, reducing management costs by 30%, and empowering medical teams to deliver the highest-quality care.

[Learn More](#)

“With advanced technologies from Lenovo and Nutanix we can deliver on the ambitions of the BestCare 2.0 initiative, and shape a more integrated and effective healthcare system.

Park Soo-hyuk

Assistant Manager, Dongguk University Medical Center (Ilsan)





EQUADEX

Bringing Enterprise-class Technology Within Reach of All Organizations

Computer Services | France

Headquartered in Toulouse, France, Equadex is a fast-growing IT and telecoms solutions provider. The company is laser-focused on unlocking the business benefits of technology for its 450+ customers. To help these businesses achieve greater agility and efficiency, Equadex has built a hyperconverged infrastructure platform based on Lenovo ThinkAgile HX2320 Appliances running Nutanix software across two state-of-the-art data centers featuring fully redundant systems and cross-site data backup. The combined Lenovo and Nutanix environment simplifies ongoing maintenance, saving around 100 hours a year for Equadex and improving its ability to focus on solving customers' business challenges. The solution also enables Equadex to offer enterprise-class IT services combined with responsive and attentive local support.

[Read the Nutanix Case Study](#) [Read the Lenovo Case Study](#)

“Working with Lenovo helps us stay focused on our customers' business needs. The Lenovo and Nutanix hyperconverged solution gives us a scalable, flexible platform that will enable us to keep expanding our services and customer base.

Franck Marty
Managing Director, Equadex



Launching Next-generation Banking Services on an Ultra-flexible Hyperconverged Infrastructure

Banking | United States

FNCB Bank is an independent community bank, serving personal and business banking needs across Northeastern Pennsylvania. The digital channel is a key enabler of FNCB Bank's long-term growth strategy, but the bank's aging legacy IT infrastructure threatened to stand in the way of its ambitious timetable for launching new services. To solve the challenge, FNCB Bank moved to a future-ready hyperconverged infrastructure from Lenovo and Nutanix—delivering the performance, scalability, and flexibility for service innovation.

[Learn More](#)

“Compared to other vendors we've engaged in the past, working with Lenovo and Nutanix feels like a true partnership.

Ron Honick

Senior VP, Operations and Technology Services Officer, FNCB Bank





Building Better Experiences for Citizens in the Cloud

Government | Mexico

Jalisco is one of the most economically and culturally vibrant states in Mexico, as well as an important technology and innovation hub. Jalisco State Government is charged with managing administrative, economic, social, and cultural affairs at the state level. With a hyperconverged infrastructure solution from Lenovo and Nutanix, Jalisco State Government paves the way for dozens of agencies to work more efficiently in the cloud, and supports fast, flexible delivery of digital public services to citizens.

[Learn More](#)

“We absolutely recommend Lenovo and Nutanix technology. The HCI solution has worked very well for us so far and we see it as an optimal platform for driving future innovation and effective service delivery across the state of Jalisco.”

Octavio Gonzalez Loza

Director General of Information Technologies, Jalisco State Government





Building a Scalable Digital Platform for Business Growth

Consumer Products | Brazil

Leão Alimentos e Bebidas manages the end-to-end manufacturing and distribution process for Coca-Cola's portfolio of still drinks, teas, and energy drinks in Brazil. To support its growth goals, the company aims to launch new data-driven services—but the existing three-tier infrastructure for its mission-critical Oracle business systems had consumed all available space in the data center. To solve the challenge, the company deployed an ultra-reliable, efficient, and scalable hyperconverged infrastructure powered by Nutanix software and Lenovo ThinkAgile HX5520 Appliances. The new solution reduces the company's footprint from four racks to just half a rack while boosting performance and cutting operational costs.

[Learn More](#)

“We are extremely pleased with the robustness of the Lenovo ThinkAgile solutions—they're the most stable and reliable of all the x86 solutions we considered.”

Wilson Lunardini

Group Infrastructure Manager, Leão Alimentos e Bebidas



Linyi City Government

Lifting Public Services to New Heights

Government | China

Linyi is a prefecture-level city located in the south-eastern region of Shandong Province, China, home to over 11 million people. Soaring demand for digital services had pushed Linyi City Government's existing IT architecture to its limits. By making the move to a hyperconverged infrastructure platform from Lenovo and Nutanix, the organization has modernized its e-government cloud environment to meet the increasing demand for services, while cutting costs and improving performance.

[Learn More](#)

“Lenovo and Nutanix solutions offer a firm foundation for our e-government cloud. We have strengthened availability, efficiency, and resilience with an HCI platform that is ready to grow with us into the future.”

Cloud Technology Decision-Maker

Linyi City Government



Linyi Mining Group., LTD

Boosting the Safety and Efficiency of Mining Operations

Energy & Utilities | China

Wholly owned by the Shandong Provincial People's Government, Linyi Mining Group Co., Ltd employs more than 20,000 people in coal mining operations across Shandong, Inner Mongolia, Gansu, and Shaanxi provinces in China and in Australia. Mining operations can present many potential hazards to workers, and Linyi Mining Group is always striving to find more effective ways to mitigate risk and safeguard the health and safety of its employees. Using a hyperconverged infrastructure solution from Lenovo and Nutanix, the company is using 5G and industrial internet of things (IoT) technology to capture real-time location data on employees working in coal mines—boosting supervisors' situational awareness and promoting improved safety.

[Learn More](#)

“Today, we're using HCI infrastructure from Lenovo and Nutanix to deliver a range of innovative digital services. Real-time insight on mining operations, excavation, machinery, transport, communications, and the whereabouts of employees will help to improve safety and efficiency.

Director Wang

Information Center, Linyi Mining Group Co., Ltd





Helping Deliver Quality Care in Colombia

Healthcare | Colombia

Like many healthcare providers, Clínica Medilaser SAS relies on its core systems running reliably to deliver patient care. By replacing its aging three-tier data center architecture with a hyperconverged infrastructure (HCI) from Lenovo and Nutanix, Clínica Medilaser SAS not only boosted the availability, performance, and reliability of its own operations, but also launched flexible cloud hosting services for other healthcare providers—helping the organization to extend high-quality care to more Colombians.

[Learn More](#)

“HCI from Lenovo and Nutanix has not only transformed our own operations for the better, but also enabled us to support other healthcare organizations in the region. Ultimately, this will help to deliver top-quality care to more people across Colombia.

Alberto Bahos

Director of Technology Operations, Clínica Medilaser SAS





NEXXERA

Empowering Businesses to Succeed with Ultra-fast, Secure Payment Services

Banking | Brazil

As the leading payment services provider in Brazil, Nexxera processes over 7 billion business-to-business transactions annually—and volumes are expected to increase in the years ahead. With a flexible, scalable hyperconverged infrastructure (HCI) from Lenovo and Nutanix, Nexxera can meet growing demand for its services while enhancing efficiency and productivity, simplifying IT management, improving security, and cutting costs.

[Learn More](#)

“With HCI from Lenovo and Nutanix, we can run much more lean, efficient, and productive IT operations, releasing resources for us to invest in growth and innovation.

Thiago Garcia

Director of IT infrastructure, Nexxera



PUC Minas

Increasing Access to University Education Through Online Learning

Education | Brazil

One of Brazil's leading universities, PUC Minas offers a mix of in-class, distance, and blended learning styles to ensure that it can provide high-quality education to as many students as possible. To meet the huge surge in demand for online services during the COVID-19 pandemic, PUC Minas worked closely with Lenovo Premier Support to refresh the infrastructure underpinning its online teaching, digital resources, and critical academic processes. With a hyperconverged infrastructure (HCI) based on Lenovo ThinkAgile HX3320 appliances, pre-loaded with Nutanix AHV virtualization software, the university has increased its number of distance learning courses by over a factor of three. At the same time, PUC Minas has cut energy consumption while accelerating data warehouse workloads by 60%, helping to drive more efficient operations.

[Learn More](#)

“By driving the expansion of our online and distance learning courses, Lenovo solutions are helping us to make university education available to more people throughout Brazil.

Marcelo Nassau Malta
CIO, PUC Minas





Redwood International Sports

Lifting Performance and Scalability into the Big Leagues

Education | Israel

As its sports data and analytics business took off, Redwood International Sports needed to take its IT infrastructure to the next level. With a hyperconverged infrastructure, built on Lenovo ThinkAgile HX 3000 Series appliances and Nutanix AHV virtualization, and support from trusted partner ONE Systems, the company can now scale operations at top speed and manage resources more easily, unlocking newfound agility to support sustainable growth.

[Read the Nutanix Case Study](#) [Read the Lenovo Case Study](#)

“As a small IT team, we’re always looking for tools that help us be more efficient. Lenovo and Nutanix solutions help us manage operations with ease.”

Franck Marty

Aviram Carmeli System Manager, Redwood International Sports





Streamlining Server Management and PC Provisioning

Healthcare | Japan

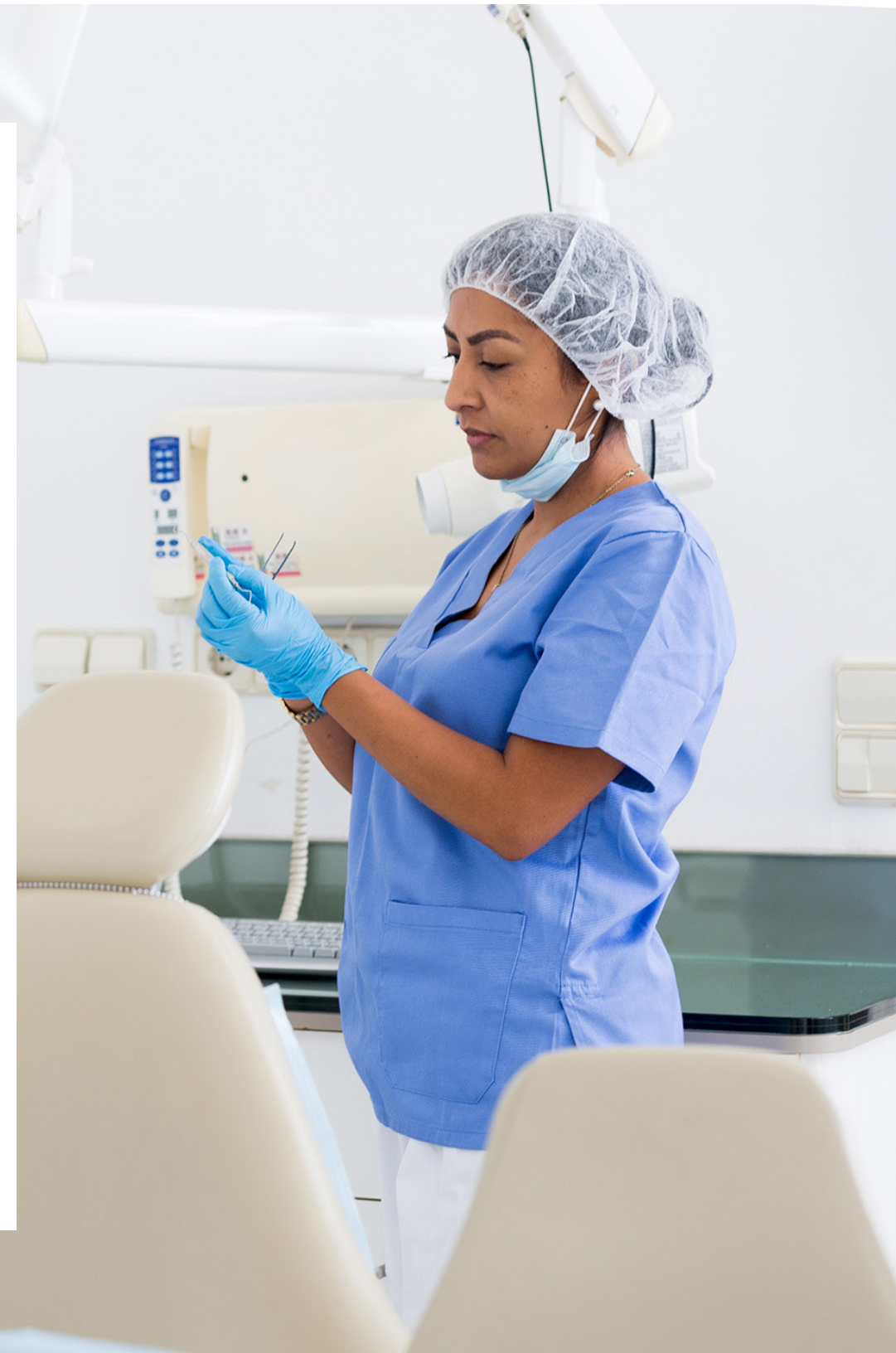
Shofu's IT team was working overtime to maintain its servers and refreshing 150 employees' PCs each year took months of effort. Introducing Lenovo ThinkAgile HX Series appliances, powered by Nutanix's hyperconverged infrastructure software, has enabled remote server management, while using Windows Autopilot to preconfigure new Lenovo ThinkPad laptops has dramatically simplified PC provisioning.

[Learn More](#)

“When it was time to refresh our systems, we saw that the hardware quality of Lenovo servers is excellent, and the failure rate is low. And on the PC side, I have been using ThinkPads ever since I worked at IBM, and I have a good impression of their quality and reliability.

Mr. Naoki Totani

Head of the Information Systems Office, Shofu Inc.





Protecting Mission-critical Financial Services 24/7

Financial | China

Sinolink Securities is a leading financial services company with a comprehensive portfolio including trading, investment, financing, and wealth management offerings. To empower consumers across China to achieve their financial goals, Sinolink Securities offers Yongjinbao, a digital platform for securities trading online and on mobile. To help ensure that the mission-critical middleware at the heart of Yongjinbao is always available, the company deployed a new disaster recovery platform based on ultra-scalable hyperconverged infrastructure from Lenovo and Nutanix—helping the company to contain operational costs while shrinking business risk.

[Learn More](#)

“Because we operate in a highly regulated industry, it’s critical that our disaster recovery infrastructure meets rigorous standards around stability and security. With our Lenovo and Nutanix hyperconverged infrastructure, we can meet our stringent compliance requirements cost-effectively.”

Liu Qiushi

Head of Online Finance Department, Sinolink Securities





Somnitech AG Delivers Trusted Hybrid Cloud Services with Nutanix and Lenovo

Service Provider | Switzerland

Swiss IT services provider Somnitech offers holistic, tailor-made solutions designed to meet both today's and tomorrow's business IT needs. Specializing in IT infrastructure outsourcing and cloud services, the company serves enterprises of all sizes—from small local businesses to large, international corporations. Rapid innovation is critical in the service provider marketplace, and the organization knew that it needed. Somnitech AG used Lenovo ThinkAgile HX Series powered by Nutanix to build a private cloud platform in its Swiss data centers. The complete hyperconverged infrastructure solution delivers flexible, reliable cloud services that don't compromise on security or performance.

[Read the Nutanix Case Study](#) [Read the Lenovo Case Study](#)

“The Lenovo ThinkAgile HX platform is the foundation for our ‘Made in Switzerland’ private and hybrid cloud services, giving clients the benefits of cloud computing without sacrificing data control, security or performance

Paolo Donnarumma
Chief Sales Officer, Somnitech AG



TOYOTA

Accelerating the Adoption of Remote Work in Automotive Design

Automotive | Japan

To run their 3D CAD applications, Toyota's design engineers were reliant on high-performance workstations installed at the company's offices—limiting their ability to work from home or collaborate with other departments. By switching to a virtual desktop infrastructure (VDI) that runs the applications on a GPU-enabled hyperconverged infrastructure based on Lenovo ThinkAgile HX3320 appliances and Nutanix™ Cloud Platform, Toyota has enabled its designers to work from anywhere, boosting productivity and enabling the company to respond quickly and effectively when the coronavirus pandemic hit.

[Learn More](#)

“The merit of HCI is that we can build an environment in a very short period of time, and the pandemic truly demonstrated that. Lenovo made significant efforts to procure and deliver the hardware quickly, which was really helpful.

Mr. Masanobu Takahisa
DX Promotion Division, Toyota





Keeping Production Lines Rolling Around the Clock

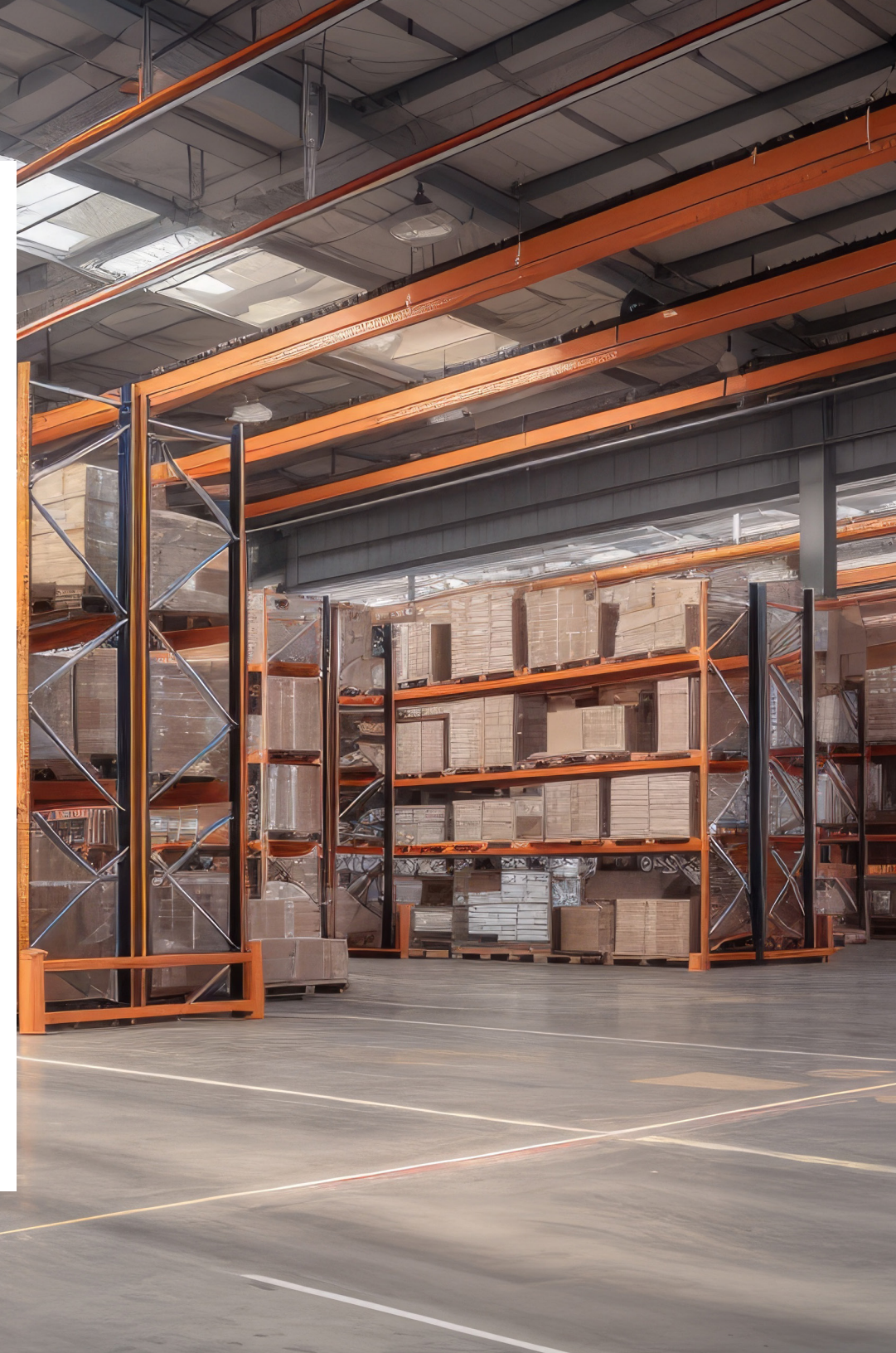
Manufacturing | United Kingdom

The Wilkins Group specialises in supplying retail packaging worldwide. To keep up with customer demand, the company's manufacturing facilities run 24 hours a day. But with its existing infrastructure approaching end-of-life, availability issues were becoming an increasing risk. The Ken Wilkins Group engaged Bramatt Computing, a Lenovo Gold Partner, to find a solution. Bramatt Computing implemented a new hyperconverged infrastructure based on the Lenovo ThinkAgile HX Series to transform The Wilkins Group's IT operations, dramatically increasing flexibility and scalability, and simplifying management. Crucially, the ThinkAgile HX platform ensures that mission-critical business systems run reliably all day, every day.

[Learn More](#)

“Since moving to the ThinkAgile HX platform, we've enjoyed 100% uptime. With Lenovo ThinkAgile HX and responsive support from Bramatt Computing, we can keep production lines rolling 24/7.”

Aron Wilkins
The Wilkins Group





Powering a Multinational Conglomerate with High-availability IT Infrastructure

Manufacturing | China

Founded in 1988 and is based in Dongying, Shandong Province, China Wanda Group is a large multinational corporation active in petrochemicals, synthetic rubber, port logistics, international trade, and more. China Wanda Group aims to maintain its leading market position through technological innovation. The group used a hyperconverged infrastructure solution from Lenovo and Nutanix to support the next phase of its digital transformation, reducing complexity, cutting IT operation and maintenance costs by 50%, and facilitating innovation.

[Learn More](#)

“In our experience, Lenovo technology is stable, easy to integrate, and reliable. We considered solutions from various vendors but Lenovo’s price and service have always been the best fit for us.

Lu Yingsheng

General Manager, Process and Information Management Department, China Wanda Group



Unlock your success with Lenovo & Nutanix

We hope these customer success stories have not only informed but also inspired you. LenovoThinkAgile HX Series, powered by Nutanix Cloud Software, represents more than just advanced technology; it embodies the spirit of collaboration, dedication to customer success, and the drive to empower businesses to reach their full potential.

Run any application workload, wherever and whenever needed, with a simplified and affordable solution delivered by Lenovo's ThinkAgile HX Series powered by Nutanix cloud software.

Contact your Lenovo and Nutanix representatives today!

To learn more about the Nutanix and Lenovo partnership, please visit:

www.nutanix.com/lenovo

Learn more about ThinkAgile HX Series and configure your solution at:

<https://www.lenovo.com/us/en/servers-storage/sdi/thinkagile-hx-series>

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