

Banking

# Gaining greater scale, simplicity, and savings

## BoCom International Trust

How BoCom International Trust used a hyperconverged infrastructure (HCI) solution from Lenovo and Nutanix to meet the demands of its growing business with less cost and effort.



Lenovo

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## Who is BoCom International Trust?

Bank of Communications (BoCom) International Trust specializes in trust and retirement management. Founded in Hong Kong in 1981, it is a fully owned subsidiary of the Bank of Communications, one of China's oldest banks. The company offers a range of products and services aimed at meeting clients' financial and retirement needs, with over HK\$700 billion (US\$89.2 billion) in assets under management.



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## The Challenge

As a major investment and retirement manager, BoCom International Trust counts on a large and diverse mix of financial and business systems—covering everything from fund and collateral management to process approval and office automation—to support operations day in and day out.

“In our line of business, we don’t typically deal with high-volume, high-velocity transactions. However, as we work with a very broad range of assets, products, and services, it adds up to a large estate of systems that we must operate and maintain.”

**Yao**

IT Department Senior Manager, BoCom International Trust

Previously, BoCom International Trust relied on a three-tier infrastructure to support this diverse system landscape. Managing this traditional infrastructure took a heavy toll on the company's small IT team. To complicate matters, the hardware was hosted in a data center at BoCom headquarters, an hour's drive from the trust's own offices. Remote management was not possible, meaning that if issues or support tasks arose, a member of the IT team would have to make the journey out to the data center to resolve them in person.

With business growing steadily, BoCom International Trust recognized that continuing on its existing infrastructure was no longer a viable option. The company looked for a future-proof platform that could accommodate a greater volume and variety of workloads, and provide cost-effective disaster recovery, all without driving up operational complexity and costs.

**“Because we are a small IT team, it was vital to find a new IT infrastructure that could scale efficiently, while reducing the total amount of time and resources required for day-to-day management and maintenance.”**

**Yao**

IT Department Senior Manager, BoCom International Trust

# Modernizing and moving to cloud

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.

In addition, BoCom International Trust deployed a second cluster for testing, which is built on six Lenovo ThinkAgile HX1320 nodes virtualized with Nutanix AHV. The company is currently piloting a disaster recovery (DR) environment on this cluster. Once testing is complete, it will move ahead with establishing a dedicated DR environment, bringing a valuable boost to business continuity and resilience.

## Hardware

Lenovo ThinkAgile HX5520  
Lenovo ThinkAgile HX1320

## Software

Nutanix AHV  
Nutanix AOS Storage  
VMware NSX  
VMware vRealize  
VMware vSphere



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“An operating environment as diverse as ours asks a great deal of the underlying infrastructure. We need high-performing servers and storage, virtualization, high availability, and disaster recovery. Thanks to deeply integrated HCI-based solutions from Lenovo, Nutanix, and VMware, we can deliver on these demands more easily and efficiently.”

**Yao**

IT Department Senior Manager,  
BoCom International Trust

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## Results

By moving to an HCI platform, BoCom International Trust has reduced its data center footprint by 50%, and cut overall operation and maintenance costs in half. The HCI enables better utilization of resources and easier scalability, paving the way for efficient growth.

In addition, the cloud-based data center has massively reduced daily workload for the IT team. Compute, storage, and network resources are now integrated in a single resource pool that can be managed, scheduled, and allocated in a uniform and flexible way. Even better, this can all be done remotely, without the need for staff to physically travel to the data center, increasing IT's responsiveness to the needs of the business while driving down costs.

What's more, as the Lenovo HCI platform avoids single points of failure and increases service redundancy, BoCom International Trust has strengthened overall resilience while further reducing pressure on a lean IT team.

- ✓ 50% smaller hardware footprint
- ✓ 50% lower operation and maintenance cost
- ✓ Seamless scalability supports efficient business growth



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“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



# Why **Lenovo**?

After learning of the advantages of hyperconverged infrastructure (HCI), BoCom International Trust evaluated offerings from several major vendors before selecting a solution based on Lenovo hardware, as well as Nutanix and VMware software.

As long-time users of Lenovo technology, BoCom International Trust felt confident that this leading combination of hardware and software could deliver on its demands for increased scalability, reliability, and efficiency.

Yao confirms: “We have used Lenovo server hardware for many years, and have found the technology to be very stable and dependable. After reviewing all the possible options, we felt most secure choosing a recognized and trusted brand like Lenovo.”



# How Do You Improve Resilience While Cutting Costs?

Support a growing business with more agile and resilient IT, with HCI from Lenovo and Nutanix.

Explore Software-Defined Infrastructure Solutions

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