Computer Services

Outperforming rivals to win new business

JUSTONE Solutions

Lenovo TruScale Infrastructure-as-a-Service delivers the flexibility, scalability, and security of public cloud at significantly lower cost—helping JUSTONE Solutions sign a multi-million-dollar virtual desktop hosting contract with a leading enterprise in Mexico.

Lenovo

1

Who is JUSTONE Solutions?

Founded in 2016 in Mexico City, Mexico, JUSTONE Solutions specializes in delivering IT services to large enterprises in industries including financial services, manufacturing and telecom. The company's 50 employees strive to bring the best of cloud, mobile, internet of things, big data and security solutions to businesses across the country.

JUSTONE Solutions is constantly evolving its offering to ensure it can offer cutting-edge solutions to its clients. In recent years, the organization has augmented its services with new offerings centered around containerization, cloud backup and security, DevOps and more.
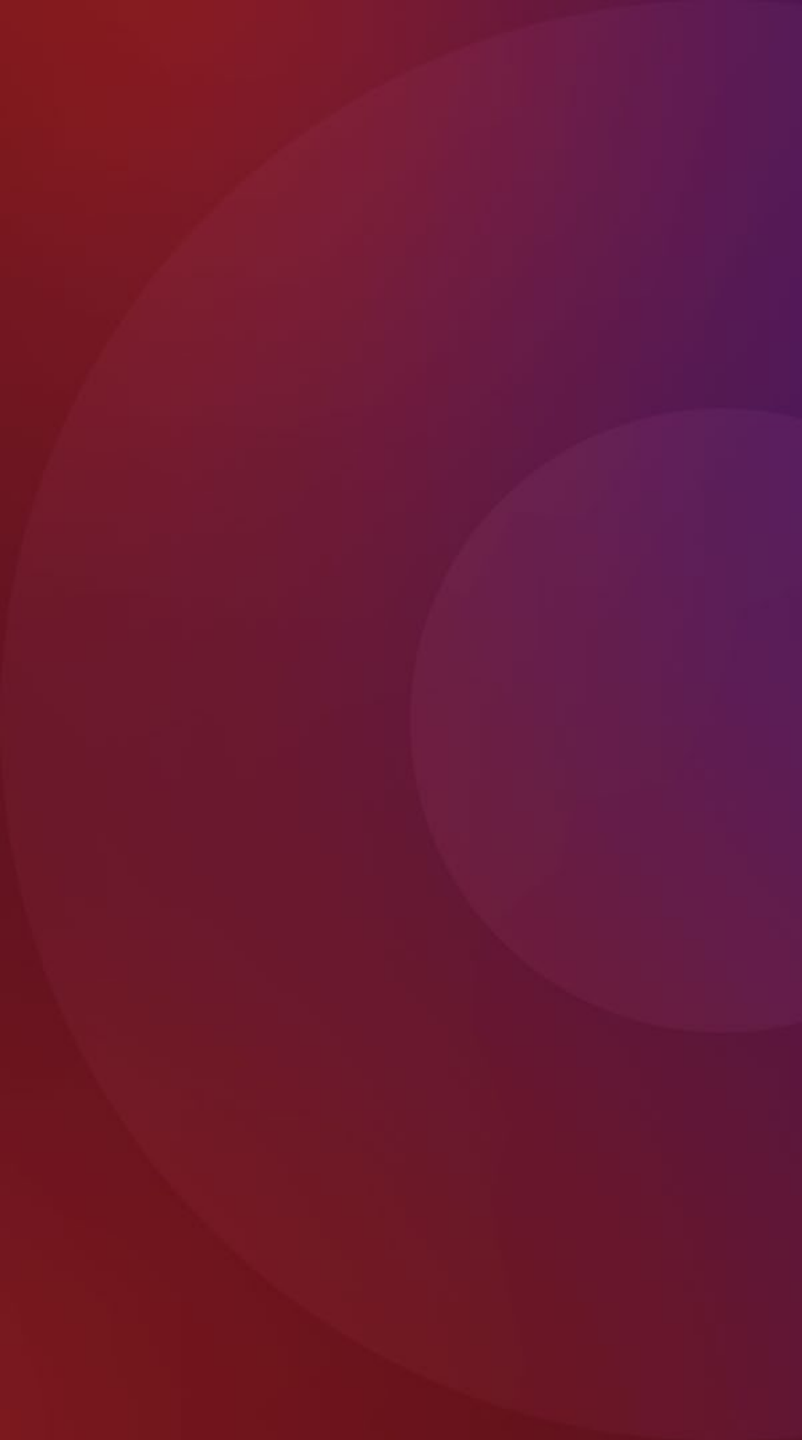
2

The
Challenge

In the last decade, increasing numbers of companies have begun the journey to cloud. Transitioning away from on-premises platforms offers many benefits for businesses, including reduced costs, improved information security and practically limitless scalability.

" "One of the great advantages of the cloud is that clients can consume services in an agile way, and flex those services up and down in line with business volumes. However, enterprises with complex use cases often find that standard public cloud offerings are unable to meet their needs—and requesting a custom solution can send costs soaring."

Miguel Reyes
President and Director, JUSTONE Solutions

A large enterprise in Mexico approached JUSTONE Solutions with exactly this challenge. Reyes elaborates: "Our client was going through a period of rapid growth and onboarding large numbers of employees. To get the new joiners set up with the digital tools they needed to do their work, the company aimed to add 2,000 new Citrix virtual desktops. The client wanted business continuity built into the new virtual desktop infrastructure [VDI] solution, which had to be hosted at a local data center to minimize latency for its business applications."

Reyes continues: "After receiving proposals from leading public cloud vendors, the company approached us to ask if we could deliver the same level of service, functionality and support at a more competitive price point. To win the opportunity, we needed to create a cloud solution that could meet or exceed the capabilities of some of the world's largest hyperscalers—and beat them on price."

"Lenovo has been one of our most trusted technology vendors for many years, and we enjoy excellent relationships with teams across the organization: from the channel to sales to management. For that reason, we knew that Lenovo would be the perfect partner to help us with this opportunity."

Miguel Reyes
President and Director, JUSTONE Solutions

Smooth deployment, tight integration

Working with experts from Lenovo TruScale, JUSTONE Solutions designed a hyperconverged infrastructure (HCI) solution for its client's VDI environment. The solution comprises 40 nodes of Lenovo ThinkAgile HX 3000 Series, networked with NVIDIA Mellanox InfiniBand switches and deployed at KIO Networks, one of the largest cloud service providers in Mexico.

"Lenovo helped us quickly architect a solution to meet our client's needs," says Reyes. "The new environment includes processing and management nodes across three racks, deployed in a high-availability configuration. Lenovo also provided valuable assistance on the software deployments for the Citrix VDI environments, including Microsoft Windows and Microsoft Office 365."

Services
Lenovo TruScale Infrastructure-as-a-Service (Discover, Design, Implement, Support, Optimize) Lenovo TruScale Dedicated Customer Success Manager, Lenovo TruScale Continuous Monitoring, Health Checks and Updates, Lenovo Warranty Upgrade

Hardware
Lenovo ThinkAgile HX 3000 Series

Software
Lenovo XClarity
Nutanix AHV
Nutanix Prism
Citrix VDI

Against the backdrop of supply-chain disruption caused by the COVID-19 pandemic, Lenovo successfully deployed the new solution at the KIO Queretaro data center in just three weeks. The new HCI platform is built on Nutanix AHV, and managed from a single point of control with Nutanix Prism and Lenovo XClarity software.

"Partnering with Lenovo TruScale was an excellent experience, and their team worked closely with ours to ensure the new solution is tightly integrated with the client's internal IT services," adds Reyes.

> "We are the first line of support for our as-a-service clients, which means it's imperative that we can count on our technology partner. Whenever we encounter a technical issue, we know Lenovo will resolve it quickly—allowing us to deliver an outstanding level of service."

Miguel Reyes
President and Director, JUSTONE Solutions

3

Results

Through its partnership with Lenovo TruScale, JUSTONE Solutions has signed a multi-million-dollar contract with a fast-growth company.

"Thanks to Lenovo TruScale IaaS, we outcompeted some of the world's largest public cloud providers, which would have been unthinkable before," says Reyes. "We are offering a higher level of service than competing hyperscaler offerings at a 20% lower cost—helping us to maintain a razor-sharp competitive edge. Our client is delighted with what we have delivered, and we have already kicked off two new projects with them."

Looking ahead, JUSTONE Solutions is confident that it has found the perfect partner for its own long-term business growth.

Reyes states: "We operate in a sector with lean margins, which means that predictable costs are a massive advantage when it comes to our financial planning. Lenovo TruScale gives us the peace of mind that comes with transparent, pay-as-you-go pricing—and we look forward to extending the benefits to new clients."

Reduces costs with pay-as-you go pricing

Enables simple, centralized management

Offers rapid scalability through IaaS

Delivers five nines of availability

Why **Lenovo**?

To mirror the performance, security and scalability of public cloud while keeping costs competitive, JUSTONE Solutions selected Lenovo TruScale™ Infrastructure-as-a-Service—a cloud-like experience with the security and control of an on-premises environment. With Lenovo TruScale, JUSTONE Solutions combines the advantages of an expertly managed private data center with rapid scalability and pay-as-you-go pricing.

"Lenovo TruScale is positioned to benefit the partner as well as the end client," says Reyes. "For a systems integrator like JUSTONE Solutions, Lenovo TruScale adds value to our offering by enabling us to go beyond the traditional infrastructure-as-a-service model. And unlike typical public cloud offerings, we only pay for compute and storage resources as we use them—allowing us to offer high-performance Lenovo ThinkSystem solutions for our client's VDI environment without driving up costs."

JUSTONE Solutions now acts as the tier-one support provider for its client and works with Lenovo to manage the service—a simple and convenient experience that is transparent to the client.

"By working with Lenovo, we can offer greater assurances around connectivity than many public cloud providers can deliver," comments Reyes. "In fact, by deploying at a data center near to the client's headquarters, we can guarantee five nines of availability—a key factor in winning the business."

"In the past, we had to refer prospects to other companies when they requested as-a-service solutions. With Lenovo TruScale IaaS, we can now say 'yes' to practically any request: including platform-as-a-service, infrastructure-as-a-service, and software-as-a-service."

Miguel Reyes
President and Director, JUSTONE Solutions

How Do You Compete with Public Cloud Providers?

Delivering higher availability than competing public cloud solutions at lower cost with Lenovo TruScale.

Explore Lenovo TruScale IaaS