Delivering tailored IT solutions across Portugal

ActiveSys

To bring tailored infrastructure and endpoint solutions to small- and medium-sized businesses (SMBs) and public-sector organizations across Portugal, ActiveSys works closely with Lenovo throughout the customer lifecycle—from presales and beyond.

Lenovo

1 Customer background

Who is ActiveSys?

Founded in 2017 and with offices across Portugal, ActiveSys is a leading technology consulting and services company. With expertise in the fields of information systems integration, cloud and data center infrastructure, enterprise networks, cybersecurity, digital workspaces, and managed services, the company is preparing to expand its offerings to additional European markets.

ActiveSys
We activate your business

ActiveSys supports organizations across a wide range of industries, including the public and private sectors. From the very beginning, the company has worked closely with Lenovo to bring customized, best-in-class solutions to its customers.

Alvaro Santos, Consulting and Presales Manager at ActiveSys, explains: "One of our first ever projects was a data center refresh, and we proposed a solution based on Lenovo ThinkSystem servers to help our customer deliver the capacity, performance, and security to meet their future requirements. Ever since, Lenovo has been one of our go-to partners, both for data center and endpoint solutions."

2 The challenge

When the University of Minho issued a public tender for a new IT platform, ActiveSys decided to team up with Lenovo to help deliver a closely tailored solution.

"The University of Minho is a higher education institution in Portugal with more than 21,000 students," says Santos. "The university makes heavy use of digital technology to support its teaching, research, and operational activities, but its existing landscape was aging and costly to manage. The university set out some highly specific goals. The key objective was to consolidate their siloed legacy infrastructure to a central, hyperconverged infrastructure [HCI] platform, orchestrated with Microsoft Azure Local."

"Lenovo's **willingness to go the extra mile** for our customers and prospects makes them an **easy choice for data center solutions**. As well as being fast and competitive with pricing, the **Lenovo team invests time to help us** design and refine solutions that address our clients' specific requirements."

Alvaro Santos

Consulting and Presales Manager, ActiveSys

3 The solution

Teaming up for success

Building the new infrastructure on Microsoft Azure Local was crucial for the University of Minho, as its existing Microsoft 365 Education licenses would allow the organization to leverage the technology at minimal incremental cost. ActiveSys worked with Lenovo and an Azure Local specialist to design and size the new HCI solution, based on Lenovo ThinkAgile MX650 V3 Certified Nodes.

Hardware
Lenovo ThinkAgile MX650 V3

Software
Lenovo XClarity Administrator
Azure Stack Local

Services
Lenovo Deployment Services

3 The solution

Enabling simple management

The University of Minho worked with ActiveSys and Lenovo to deploy the new HCI platform and migrate its virtualized workloads. The new solution is based on two scalable clusters of ThinkAgile MX650 V3 Certified Nodes, with management and maintenance capabilities from [Lenovo XClarity Administrator](#) and Microsoft System Center. Using integration between Lenovo XClarity Administrator and Microsoft Windows Admin Center, the University of Minho IT team can manage the new servers via a single point of control.

"It was important for the University of Minho to become self-sufficient in managing the new HCI solution, so we ran dedicated knowledge-transfer sessions on Lenovo XClarity," explains Santos. "During the evaluation process, the university was very impressed with the capabilities of Lenovo XClarity, and its tight integration with Microsoft System Center. Today, the Lenovo solution is empowering the university's lean IT team to spend less time on repetitive manual tasks."

"The University of Minho was used to a traditional three-tier architecture, so the move to HCI was a step into the unknown. Our integration expertise and **proven solutions from Lenovo** gave the customers the confidence that they had made the right choice."

Alvaro Santos

Consulting and Presales Manager, ActiveSys

4 The results

The University of Minho has now migrated the majority of its virtual machines to the new HCI solution, which is already exceeding expectations.

"The Lenovo HCI solution is giving the university high levels of performance for demanding workloads, including administrative applications, learning management systems, and other important digital services," confirms Santos. "The HCI solution is performing flawlessly. In the long term, the university plans to consolidate all its systems to the new platform."

✓ Proven solutions   ✓ Competitive pricing   ✓ Responsive support

"One of the **biggest advantages of partnering with Lenovo** is the reliability of their solutions. Lenovo offers **excellent aftersales support**, but the reality is that our customers hardly ever have a reason to use those services. On the rare occasion that issues occur, Lenovo always addresses them quickly and effectively."

Alvaro Santos

Consulting and Presales Manager, ActiveSys

Why Lenovo?

ActiveSys worked on its very first data center project with Lenovo more than eight years ago. Based on the excellent performance of the infrastructure, the customer has since engaged ActiveSys and Lenovo to refresh the environment.

"Lenovo continues to be one of our top technology partners," says Santos. "As well as providing high-quality solutions, Lenovo maintains its own strategic partnerships with enterprises such as AMD, Intel, Microsoft, Nutanix, NVIDIA, Commvault, and many more. When we work with Lenovo, we can easily configure solutions that incorporate technologies from a wide range of vendors—helping us to meet the specific requirements of our customers."

How can solution integrators boost their competitiveness?

By partnering with Lenovo, ActiveSys can use Lenovo and OEM technologies to deliver tailored solutions for its clients.

Explore Lenovo SMB Solutions