

Technology | Austria

Delivering reliable global IT solutions with a local team

Axians ICT Austria

Axians ICT Austria capitalizes on new business opportunities by expanding its regional managed service offerings with global capabilities. Now, the company can standardize IT landscapes worldwide and reach out to new customers.



Lenovo
TruScale

1

Customer background

Who is Axians ICT Austria?

[Axians ICT Austria](#) is a leading IT service provider based in Linz, Austria, with a wide portfolio of enterprise IT solutions including infrastructure, cloud, managed services, business applications, data analytics, shared workspaces and cyber security. With more than 500 experts across six locations, Axians ICT Austria is a reliable digitization and IT transformation partner, offering cost-efficient and sustainable, state-of-the-art solutions for many locally rooted small, midsize, and large businesses. The company is part of Axians, the VINCI Energies brand dedicated to information and communication technology.



2 The challenge

As a long-time Lenovo partner, Axians ICT Austria has successfully built a large part of its business on Lenovo data center solutions. Over the past six years, the company has seen continuous business growth of vPack Managed Private Cloud—its customized full-service solution, which runs on Lenovo infrastructure. However, with its focus on local markets, the company could not offer its high-quality managed services for remote deployments at customer locations beyond central Europe.

To offer truly scalable managed services that could cover deployment locations around the world, Axians ICT Austria needed a strong and reliable partner that could provide the global logistics, delivery, and maintenance services needed to complement its core managed services solution.



“Our larger customers often need IT infrastructure at their international offices and production facilities around the world. To support their global expansion and reach, we wanted to find a way to offer our streamlined service with a **single point of contact without geographical limitations**. Our goal was to scale out our efficient and sustainable vPack Managed Private Cloud solution to **help our customers grow, without adding complexity** to their mission-critical IT infrastructure services.”

Peter Rossner

Solution Sales vPack, Axians ICT Austria

3 The solution

Complementing partner capabilities with Lenovo

When Axians ICT Austria weighed up its options, it decided to use Lenovo TruScale Infrastructure as a Service (IaaS) to add geographic coverage and enhanced scalability to its vPack Managed Private Cloud solution.

Peter Rossner, Solution Sales vPack at Axians ICT Austria, says: “By leveraging Lenovo’s flexible channel partner offerings and global capabilities, we can now offer more powerful and attractive solutions to our customers, strengthening our own position in the market. And with Lenovo TruScale IaaS, we can finally provide comprehensive managed services for more advanced and distributed business needs.”

Services

Lenovo TruScale Infrastructure as a Service

Hardware

Lenovo ThinkAgile VX Certified Nodes
Lenovo ThinkSystem SR650 V3
Lenovo TS4300 Tape Library

Software

Lenovo XClarity

3 The solution

Building powerful solutions on solid foundations

“From the ground up, our vPack Managed Private Cloud solution relies on Lenovo infrastructure and services,” explains Peter Rossner. “At the core, we deploy Lenovo ThinkAgile VX Certified Nodes and Lenovo ThinkSystem SR650 V3 servers with VMware Cloud Foundation software, installed either at customer sites or at one of our three colocation data centers in Vienna.” The company always adds a dedicated management node to create a highly automated experience, using Lenovo XClarity software for monitoring, administration, and systems management.

Thanks to increasingly powerful Lenovo servers, most customer configurations only need two or four nodes. However, sometimes Axians ICT Austria also deploys eight-node clusters to handle more demanding customer workloads. Typical business applications running on the Axians ICT Austria and Lenovo solution include SAP S/4HANA, Oracle Database, and virtual desktop infrastructure (VDI) such as Citrix Virtual Apps and Desktops.

4 The results

With Lenovo TruScale IaaS, Axians ICT Austria can deliver more complete managed services to help customers simplify their global IT infrastructure, save time, and help improve sustainability. The company and its customers trust Lenovo to manage all the paperwork, logistics, implementation, and support. “Our core business is domestic, so we are not customs experts,” adds Peter Rossner. “It’s a huge benefit for us and our customers to take advantage of Lenovo’s expertise and operational excellence in combination with its global supply chain and logistics.”



50% lower energy consumption helps to improve sustainability when consolidating existing solutions



Unlocks new business opportunities with global deployments



Streamlines global IT deployments

4 The results

Scaling the business with a strong partnership

With the vPack Managed Private Cloud service now based on Lenovo TruScale IaaS and Lenovo ThinkAgile VX Series, Axians ICT Austria's customers can focus on their core business processes. Fast and seamless Lenovo support ensures that deployments around the world can be delivered and maintained cost-efficiently.

Axians ICT Austria makes the most of Lenovo XClarity, a powerful and easy-to-use management software, to keep the solution updated. "Our system engineers enjoy working with Lenovo XClarity," says Peter Rossner. "The Lenovo solutions and services are a rock-solid foundation for our vPack Managed Private Cloud offering."

4 The results

The company aims to encourage existing customers to standardize their global infrastructure with the vPack Managed Private Cloud solution, and hopes to win new customers that were out of reach before. By offering a globally scalable managed service, Axians ICT Austria enables customers to increase operational transparency and IT efficiency.



“By integrating Lenovo TruScale into our vPack Managed Private Cloud solution, businesses can simplify their global IT landscapes. This can unlock big savings, because they get a highly standardized solution from a single partner and no longer need to work with a range of vendors and service providers to run their worldwide systems and business applications.”

Peter Rossner

Solution Sales vPack, Axians ICT Austria

Why Lenovo?

Axians ICT Austria is a Lenovo Data Center Platinum Partner and has worked closely together with Lenovo for more than 20 years. “We use Lenovo because the systems are very reliable,” says Peter Rossner. “Lenovo delivers outstanding technology, combining innovative solutions and services with flexible customization options. This helps us, as a channel partner, to create the perfect package for our customers.”

The company continues to expand its business by developing new offerings based on Lenovo technology, such as backup services based on Lenovo TS4300 Tape Library to increase resiliency against ransomware attacks, or supporting cutting-edge AI and machine learning workloads through the inclusion of high-performance GPUs.

How can a regional service provider deliver global scale?

By teaming up with Lenovo, Axians ICT Austria can offer global deployments and support for its vPack Managed Private Cloud solution.

[Explore Lenovo TruScale IaaS](#)