Technology

Delivering fast, reliable, **cost-effective** cloud computing

Cloud Computing Solutions (CCS)

CCS selected Lenovo ThinkSystem servers running VMware virtualization technology to expand its cloud services business and provide greater flexibility, performance, and value to its customers.

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Lenovo

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Who is
Cloud
Computing
Solutions?

Based in Bangkok, Cloud Computing Solutions (CCS) Company Limited is a leading provider of cloud computing services in Thailand. With a full range of offerings from Infrastructure-as-a-Service (IaaS) to Software-as-a-Service (SaaS) solutions such as SAP BusinessOne, CCS is a subsidiary of Jasmine International Public Company Limited, the leading telecommunications business group in Thailand.

CCS

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The
Challenge

A shortage of skilled labor in the Thai market for IT services represents both a challenge and an opportunity for CCS. By building advanced cloud solutions that address the needs of its customers, the company aims to increase its market share by enabling them to outsource more of their IT. But to grow its business efficiently, CCS must constantly achieve more with the same human resources—enabling its team of experts to serve more customers with a wider range of solutions at competitive price-points.

With its existing infrastructure no longer able to scale to meet its ambitions, CCS recognized that it needed to invest in new systems offering greater capacity, performance, and reliability. At the same time, it needed to simplify management and maintenance to maximize the efficiency of IT operations.

"As we face up to competition from global hyperscale cloud providers, we are capitalizing on our personalized support and unique understanding of the needs of Thai businesses. We wanted a new platform that would support cloud services at the core and offer us greater scalability, performance, efficiency, and security."

Thanet Charoensup
AVP, Sales and Marketing, Cloud Computing Solutions

Choosing a scalable platform

Following an analysis of price, features, product availability, and after-sales support, CCS chose Lenovo ThinkSystem SR860 V2 servers as the foundation of its new cloud infrastructure. The company deployed three physical servers, each with four CPUs, and uses VMware vSphere® to virtualize their resources. CCS also deployed 15 Lenovo ThinkSystem DE Series Hybrid Flash Array storage systems.

The new infrastructure currently supports around 1,600 virtual machines, and runs a wide range of services: hosting, database services (mySQL, Oracle, Microsoft SQL Server), enterprise messaging, CCTV, PBX telephony, and SAP BusinessOne.

Hardware
Lenovo ThinkSystem SR860 V2 servers
Lenovo ThinkSystem DE Series Hybrid Flash Array

Software
Lenovo XClarity
VMware vSphere®

"Our main criteria for selecting the new cloud platform were cost, performance, customizability, and compatibility. It was also important to choose a vendor with proven local support capabilities. With Lenovo, we were confident both that the hardware would meet our needs and the after-sales support would make it easier for us to offer an exceptional level of service to our customers."

Thanet Charoensup
AVP, Sales and Marketing, Cloud Computing Solutions

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Results

Choosing VMware vSphere on Lenovo ThinkSystem SR860 V2 servers has given CCS greater scalability and flexibility to meet increasing demand for cloud services from its customers. The solution has also improved the performance and reliability of services, helping CCS to compete against large international cloud providers—without having to invest in additional human resources.

The low pricing and maintenance requirements of the Lenovo hardware enable CCS to offer competitive pricing for high-quality cloud services, helping the company to maintain its leading position in the Thai market. CCS plans to extend this cloud environment to a disaster recovery (DR) site next year.

✓ **Enhanced performance for cloud services**

✓ **Low maintenance translates into reduced operational costs**

✓ **Increased scalability helps CCS serve a growing customer base**

"Our Lenovo servers and storage are in constant use, and we see very few operational issues compared with hardware from other vendors. The hardware is very stable and reliable, and thanks to the ease of operation enabled by the Lenovo XClarity tool, we save time and effort in management. This frees up our experts to focus on delivering great customer service."

Thanet Charoensup
AVP, Sales and Marketing, Cloud Computing Solutions

Why **Lenovo**?

For CCS, long-term customer satisfaction is the most important metric, which means that the company must be confident in the longevity of the solutions it deploys. Choosing Lenovo was therefore just as much about the quality of after-sales support as it was about the quality of hardware.

Thanet Charoensup says, "As a global leader in computer hardware, Lenovo offered what we needed in terms of features and build quality. But we also valued the strength of Lenovo's brand and its deserved reputation for excellent support, because these are the qualities that give our customers the confidence to choose CCS as their cloud services provider."

How can cloud service providers win and retain customers?

CCS in Thailand chose Lenovo ThinkSystem servers running VMware vSphere to host reliable, scalable cloud services.

Explore Lenovo ThinkSystem Solutions

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