

Software

# Slashing **time to insight** for clients

Covaler

By working with Sovereign Cloud Provider, Cloud Servers Australia, to migrate a key client's business systems to its Lenovo TruScale Infrastructure as a Service, Covaler can deliver high-quality managed services.

Lenovo  
**TruScale**

Infrastructure as a Service



Lenovo

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## Who is Covaler?

Covaler, headquartered in Melbourne, Australia, proudly serves clients throughout Australia and New Zealand. Their expertise lies in start to end workflow enhancement. From designing, optimizing, building, and managing cutting-edge technology platforms, Covaler is able to provide a long-term solution to enhance workflow processes. Working across diverse industries, from major banks to large-scale leisure companies, Covaler's agile and adaptive approach ensures future-proof tailored solutions.

Committed to data integrity, Covaler delivers ultra-secure solutions empowering their clients to unlock growth and elevate their capabilities. As earlier mentioned, futureproofing is at the heart of Covaler's services, ensuring seamless technology advancements with minimal disruption to their clients. Comprehensive maintenance services push Covaler's clients ahead of the competition, in a rapidly evolving threat, compliance, and security landscape. Covaler is Australia's secure innovative technology safehouse.

**COVALER**

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# The Challenge

Patrick Blume, Chief Technology Officer at Covaler, takes up the story: “We aim to empower clients to maximize the business value of their data by building solutions that quickly connect people with data insights. While we serve a wide range of sectors, we have a significant footprint in the financial services space—and for these clients, any service interruption can have a big impact on business operations.”

To support one of its large financial services client’s cloud-first strategy, Covaler helped the organization migrate its business systems to a leading public cloud platform. However, running the client’s virtualized server infrastructure in a large-scale public cloud introduced technical challenges.

Blume recalls: “Business users suddenly saw response times for key analytics queries shooting up from 50 ms in the past to as much as 200 ms—a four-fold increase in response times. We worked closely with the cloud provider to try to resolve the issues, but eventually, to restore the high performance and reliability the client required, we looked for a new infrastructure platform.”

# Teaming up with Cloud Servers Australia and turning to **TruScale**

After evaluating potential solutions from a number of leading infrastructure providers, Covaler selected an Infrastructure as a Service offering from Cloud Servers Australia based on Lenovo TruScale. Built on Lenovo ThinkAgile VX hyperconverged infrastructure, Cloud Servers Australia's Lenovo TruScale solution offers high-performance cloud infrastructure built on ultra-reliable hardware.

“When we did some initial proof-of-concept work with Cloud Servers Australia on their Lenovo TruScale stack, we thought at first that something must have gone wrong because the performance improvement was so massive,” says Blume. “We realized that this would be the perfect fit for our needs, and we wanted to get up and running as quickly as possible.”

## Services

Lenovo TruScale  
Infrastructure Services:  
Advisory, Design, and  
Implementation  
Managed Services  
Dedicated Customer  
Success Manager  
Continuous Monitoring,  
Health Checks, and Updates

## Hardware

Lenovo ThinkAgile VX Series

## Software

Veeam Backup & Replication  
VMware vSAN



To meet its aggressive deployment roadmap, Covaler engaged Cloud Servers Australia to move them to its Lenovo TruScale solution and migrate 14 TB of data to the new platform running VMware vSAN. Blume recalls: “Of all the providers we met with, Cloud Servers Australia impressed us the most. Not only could Cloud Servers Australia deliver the rapid deployment we were looking for, they also share many of our long-term objectives—including support for Kubernetes and incremental billing.”

**“Another big benefit of moving to Cloud Servers Australia’s Lenovo TruScale solution is cost-efficiency. We were looking for a solution at the height of the global silicon shortage, and purchasing an equivalent high-performance infrastructure ourselves would have been prohibitively expensive.”**

**Patrick Blume**  
Chief Technology Officer, Covaler

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## Results

By moving to Cloud Servers Australia's Lenovo TruScale solution, Covaler has eliminated the performance challenges associated with its previous public cloud infrastructure.

“By migrating our client's business systems away from Azure to Cloud Servers Australia's Lenovo TruScale solution, we're measuring five-times greater I/O performance,” says Blume. “As a result, we've slashed end-user application response times to just 30 ms—even for complex analytics queries involving more than 10 million unique records. The difference is like night and day, and our client is delighted with the service we're delivering.”

- ✓ 5x boost in I/O performance
- ✓ 7x faster end-user performance
- ✓ Zero downtime
- ✓ Seamless future scalability



With Cloud Servers Australia's Lenovo TruScale solution, Covaler can expand compute and storage resources quickly and seamlessly—helping the company keep pace with its client's growth goals.

Adrian Mazzocchetti, Cloud Servers Australia's CEO, confirms: “The beauty of Lenovo TruScale is that there's no big acquisition process when you want to scale; you simply adjust the existing contract. Covaler's client is currently building API-enabled services, and they'll be able to scale to accommodate their requirements cost-effectively. Looking further ahead, Covaler is planning to offer Cloud Servers Australia's Lenovo TruScale solution to all their clients.”

Leveraging data protection as a service from Cloud Servers Australia, Covaler can ensure that its client's mission-critical data is always protected. Powered by Veeam Backup & Replication, the solution helps ensure rapid recovery in the event of a disaster scenario.

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“Our partnership with Cloud Servers Australia and Lenovo gives us the scalability, reliability, and recovery capabilities we need to deliver outstanding services to all our clients.”

**Patrick Blume**

Chief Technology Officer, Covaler



# Why Cloud Servers Australia and **Lenovo**?

In Cloud Servers Australia, Covaler has found a responsive partner that is closely aligned with its long-term strategy.

“Cloud Servers Australia is also on an aggressive growth path, so our values are closely aligned—it’s a very complementary relationship,” states Blume. “When we were working with our previous public cloud provider, we were just a blip on the radar and it was very hard to get the level of technical support we needed. With Cloud Servers Australia, it’s the opposite—they manage everything for us, and they’re extremely responsive to our needs.”

Thanks to Cloud Servers Australia’s technical expertise and close working relationship with Lenovo, Covaler achieved a rapid deployment. Blume says: “Cloud Servers Australia took the implementation project and ran with it—they configured the Lenovo ThinkAgile VX platform in just a single week. After the go live, everything worked perfectly; we couldn’t have asked for a better experience.”



A man with glasses and a woman are smiling in an office setting. The man is wearing a blue patterned shirt and glasses, and the woman is wearing a white sleeveless top. They appear to be in a meeting or collaboration.

## Partner perspective: Cloud Servers Australia

“With Lenovo TruScale, we have the confidence that we can deliver excellent service levels for Covaler and many more customers. We’re looking forward to strengthening our collaboration in the years ahead.”

**Adrian Mazzocchetti**

CEO, Cloud Servers Australia

**CLOUD SERVERS**  
AUSTRALIA

# How do you ensure the best service for clients?

Delivering 7x faster performance and boosting service quality with Lenovo TruScale.

[Explore Lenovo TruScale](#)

Lenovo  
**TruScale**  
Infrastructure as a Service