

Technology

Driving growth with private cloud services

Data center services group

One of China's leading data center services providers chooses Lenovo TruScale Infrastructure as a Service and Lenovo xCloud to power a new private cloud hosting offering—gaining access to leading hardware and hybrid cloud management solutions through a flexible commercial model.

Lenovo

Lenovo
TruScale



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Who is this data center services group?

This group is one of the leading data center service providers in China. Operating dozens of locations across the country, the group specializes in customized data center hosting solutions, including comprehensive cloud computing services, hyper-scaling services, and GPU-based accelerated computing.

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The Challenge

When the data center services group first went into business more than 20 years ago, it made a name for itself with extensive data center infrastructure and rack leasing services. The group has gone through many evolutions since then, always seeking to stay on the leading edge of technology and industry innovation.

That drive for transformation has seen the group expand on its traditional data center offerings with a flourishing cloud services portfolio. As it prepared to launch its newest range of enterprise hosted private cloud services, the group also took the opportunity to re-evaluate its infrastructure procurement strategy.

Aiming to bring its new private cloud offerings to market as quickly and cost-effectively as possible, the group was looking for a more flexible procurement model, which made it easier to secure and scale leading-edge hardware.

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“Moving into private cloud hosting represented a major business model transformation for us, and we needed support to make it a success. We were looking for an experienced partner, who knew the cloud services space and who could deliver the right infrastructure, with the right financing model.”

Spokesperson

Data center services group

Powering the journey to private cloud

The data center services group engaged Lenovo to deliver a comprehensive package of cloud and infrastructure services. They include Lenovo xCloud, which provides solutions for hybrid cloud development, management, and maintenance—offering a single point of control for operating the group’s growing private cloud environment.

Additionally, by opting for Lenovo TruScale Infrastructure as a Service (IaaS), the group gains access to top-of-the-line data center hardware through a flexible subscription-based model. It allowed the group to deploy a powerful infrastructure to underpin its private cloud.

Services

Lenovo TruScale Infrastructure as a Service:

- Advisory, Design, and Implementation
- Physical Installation
- Managed Services
- Dedicated Customer Success Manager
- Continuous Monitoring, Health Checks, and Updates
- Lenovo Premier Support

Solutions

Lenovo xCloud



“We are using Lenovo’s xCloud to deploy and manage private cloud environments for our clients. And with Lenovo TruScale, we have successfully transitioned to a flexible IT consumption model, which empowers us to deliver highly cost-effective cloud services.”

Spokesperson

Data center services group

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Results

Lenovo TruScale allows the group to embrace a straightforward subscription model and simultaneously shift IT costs to a consumption-based model. This has made it possible to launch new private cloud offerings without massive up-front investment.

What's more, with Lenovo TruScale and xCloud, the group can now draw on a flexible, easy-to-manage pool of computing resources. This provides newfound agility, lifting the limits on expansion as the business welcomes new clients and grows its share of the cloud services market.



Improves cash flow and commercial agility



Enables rapid deployment and easy scaling of new private cloud environments



Supports cost-effective growth into new cloud markets

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“In Lenovo, we have found a trusted partner to take care of the infrastructure underpinning our new private cloud services. Thanks to Lenovo’s solutions and support, we can achieve very high levels of service while keeping costs under tight control.”

Spokesperson

Data center services group

Why **Lenovo**?

The data center services group was seeking a technology partner who had the scale to support its infrastructure requirements and the specialization to understand its unique business needs. Lenovo delivered on both fronts, putting together a bespoke solution that met the group's demands for performance, scale and cost-efficiency.



How do you help clients embrace private cloud?

Lenovo empowers this data center services group to bring a new private cloud offering to market quickly and cost-efficiently.

[Explore Lenovo TruScale IaaS](#)

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