Computer Services

Bringing enterprise-class technology within reach of all organizations

Equadex

How Equadex uses Lenovo ThinkAgile HX running Nutanix Cloud Platform to bring the efficiency and agility of hyperconverged computing to organizations of all kinds.

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Who is
Equadex?

Headquartered in Toulouse, France, Equadex is a fast-growing IT and telecoms solutions provider, with services including consulting, outsourcing, networking, infrastructure, cloud hosting and software development. The company is laser-focused on unlocking the business benefits of technology for its 450+ customers, drawing on a philosophy that IT should be a solution for growth rather than a cost center.

Particularly for small and mid-sized organizations, keeping up with the trends in information technology can feel like an insurmountable problem. In partnership with leading global vendors like Lenovo, Equadex aims to "humanize" technology, bringing it within easy reach of all organizations.

EQUADEX
DIGITAL FRIENDLY

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The
Challenge

Equadex works with clients across a majority of industries, offering business solutions for a broad variety of challenges. To support the diverse requirements of this growing set of clients, the company constantly seeks to make its own infrastructure as flexible and adaptable as possible.

As Equadex planned the creation of a second data center, the company reviewed its existing practices to see whether a hyperconverged infrastructure would be appropriate.

Franck Marty, Managing Director at Equadex, explains: "As we continue to grow rapidly, we're always looking for ways to be more efficient and agile. We have our own virtualized infrastructure, plus we host and manage numerous virtualized environments for our clients. Hyperconvergence promised both to reduce our administrative overheads and to simplify future scalability."

"Our clients rightly expect us to have the flexibility to quickly solve their business challenges, and this means that Equadex needs to have corresponding agility in its own infrastructure."

Franck Marty
Managing Director, Equadex

Why Lenovo?

Equadex takes pride in being a true one-stop-shop for its clients, able to meet their technology needs from tablets to servers and from laptops to cloud hosting. Lenovo's similar scope of offerings, which spans both end-user and enterprise computing solutions, made it the ideal technology partner.

"We offer everything a business could want in terms of technology, and Lenovo has a broad enough portfolio to support that," says Franck Marty.

Having chosen Nutanix as its hyperconvergence vendor, Equadex saw Lenovo as its natural partner on the infrastructure side, as Franck Marty explains: "The Lenovo ThinkAgile HX appliances are tailormade for the Nutanix Cloud Platform. When we need to update Nutanix, we save dozens of hours because Lenovo and Nutanix together certify that the update will work with all of our server components."

"With Lenovo, we also benefit from a strong local presence on the ground. That's very important to Equadex, because we want to reassure our clients that expert support is always just around the corner."

Franck Marty
Managing Director, Equadex

Enterprise-class infrastructure **for all**

Equadex worked closely with Lenovo on its proof-of-concept exercise for Nutanix Cloud Platform, including tests on specialty solutions such as GPU-enabled servers.

Having confirmed that the combination of Lenovo hardware and Nutanix software would meet the current and future needs of its clients, Equadex deployed a cluster of three Lenovo ThinkAgile HX2320 Appliances in its new data center and migrated around 20 existing hosted client environments. The company also created a duplicate infrastructure in its original data center, with cross-site backups to create a geo-resilient disaster-recovery option.

Hardware
Lenovo ThinkAgile HX2320

Software
Nutanix Cloud Platform

"The hyperconverged technology from Lenovo and Nutanix makes it affordable for practically any size of organization to enjoy the advantages of enterprise-class technology," says Franck Marty. "Equally, Lenovo ThinkAgile HX Appliances are a great choice for clients that prefer to deploy an on-premises solution, with the option of creating a failover environment in the Equadex data center."

" **"Our new data center is truly state-of-the-art, offering robust Lenovo technology plus completely autonomous operations for up to 72 hours in the event of a local power failure."**

Franck Marty
Managing Director, Equadex

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Results

The Lenovo and Nutanix hyperconverged solution gives Equadex clients a fast, stable, secure and highly flexible platform for running their business-critical virtualized systems. As the hosted landscape grows, Equadex will be able to rapidly and non-disruptively expand the hyperconverged infrastructure through small incremental investments.

"For small environments, hyperconvergence is perhaps more costly than traditional virtualization, but the cost advantages increase rapidly as the environments get bigger," says Franck Marty. "Operational costs are also significantly lower: we estimate that we're already saving around 100 hours annually in server administration—time which can be reinvested in helping clients."

✓ 100 hours saved annually in server administration

✓ Faster scalability at lower incremental cost

✓ State-of-the-art infrastructure backed by business-aware services

Thanks to Lenovo and Nutanix, and to its own economies of scale, Equadex can offer its clients a level of redundancy and performance that would be prohibitively expensive for most of them to achieve independently.

"Over the years we've worked with Lenovo, we've always been impressed by the quality of both the hardware and the support," says Franck Marty. "That ongoing relationship, backed by our own tailored service, helps us deliver the quality that ensures long-term client loyalty."

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"Working with Lenovo helps us stay focused on our customers' business needs. The Lenovo and Nutanix hyperconverged solution gives us a scalable, flexible platform that will enable us to keep expanding our services and customer base."

Franck Marty
Managing Director, Equadex

How do you make HCI accessible to all?

Offering enterprise-class services to clients with Lenovo and Nutanix technology.

Explore Lenovo ThinkAgile HX Series

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