

Manufacturing

Supporting a national medical equipment sales network

Mutoh Co. Ltd.

To make medical equipment more widely available throughout Japan, Mutoh stepped up its expansion goals for its hyperconverged infrastructure (HCI) powered by Lenovo and Nutanix solutions—driving cost-effective growth.

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Who is Mutoh?

Leading medical equipment wholesaler Mutoh is on a mission to help clinicians preserve life and drive healthcare improvements across Japan. From its headquarters in Hokkaido and Tokyo, Mutoh established a nationwide sales network for medical, chemical, and health equipment that is unrivalled in Japan for its width and depth. Mutoh has 165 offices located throughout the country and operates four logistics hubs.



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The Challenge

For over a century, Mutoh has worked to improve medical services throughout Japan. In recent years, the company has focused its efforts on helping to reduce regional disparities in healthcare by making vital medical equipment more accessible and affordable. To achieve this, Mutoh has been expanding its operations, most recently by opening new stores in Hamamatsu and Okayama.

IT systems play a huge role in supporting daily operations and driving strategic growth at Mutoh. Mr. Kengo Yamaguchi, Assistant Director of the Information Systems Department at Mutoh, explains: “To keep our sales, email, database, and collaboration solutions running smoothly, we work to ensure that the IT infrastructure underpinning them is scalable, future-ready, and easy to manage. At the same time, we are always exploring how we can swiftly respond to various requests from frontline staff in sales, administration, and management, and adopt innovative technologies such as robotic process automation. Driving these development efforts also requires powerful and flexible IT infrastructure.”



Mr. Kengo Yamaguchi

Assistant Director of the
Information Systems
Department, Mutoh Co. Ltd.



“We faced the challenge of having to scale up our IT operations with limited budget and staff. Proposals from other vendors stated that meeting the requirements would either push up costs or overload staff. However, the proposal that we received from Lenovo enabled us to achieve the best balance between IT costs and staff resources, so it was clearly the right choice for our business.”

Taking a **virtualized** approach

To scale its IT operations rapidly and cost-effectively, Mutoh worked with Lenovo Professional Services and business partner UserSide Inc. to migrate IT systems onto a virtualized IT environment with brand-new hardware: Lenovo ThinkAgile HX5530 servers.

With Nutanix AHV built into the Lenovo solution, Mutoh can rapidly create new virtual environments for its mission-critical applications—including collaboration tools, databases, email systems, and more. And with Nutanix Prism, Mutoh gained a single pane of glass for all IT management and maintenance activities.

Hardware

Lenovo ThinkAgile HX5530

Software

Nutanix AHV
Nutanix Prism

Services

Lenovo Professional Services

Supporting a **growing** business

With help from Lenovo Professional Services and UserSide, Mutoh achieved a fast migration to the new virtualized infrastructure, while also minimizing system downtime.

Mr. Daiki Watanabe, Information Systems Department, Mutoh, comments: “Many of the applications that we wanted to migrate are used daily across the business, so avoiding disruption during the transition was a top priority. During the project we did encounter some unexpected issues, but Lenovo and UserSide worked together to identify and resolve them in less than an hour. Having Lenovo and UserSide on site during the migration really put our minds at ease and helped us to keep everything running on schedule.”



Mr. Daiki Watanabe

Information Systems
Department, Mutoh Co. Ltd.



“Mutoh’s core systems are very stable now that we have enhanced our IT infrastructure with Lenovo and Nutanix solutions. What’s more, we avoided any disruption to business-as-usual activities during the migration. In fact, our end users were unaware that we had made any changes to our IT environment.”

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Results

With the Lenovo-Nutanix solution at the heart of its IT infrastructure, Mutoh has gained the ability to scale its compute and storage resources quickly and cost-effectively—helping to accelerate company expansion.

Mr. Yamaguchi reflects: “We used Lenovo ThinkAgile HX5510 servers for quite a while, so replacing them with new HX5530 servers mitigates the risk of operational errors, which makes life less stressful and much easier for our team.”



24/7 availability of key applications



Supports seamless growth by enhancing scalability



Improves operational efficiency by adopting upgraded hardware

Enhancing healthcare in Japan

By establishing a HCI with Lenovo and Nutanix solutions, Mutoh can now quickly spin up new virtual environments and keep tight control over IT costs, which ultimately releases more time and resources for innovation.

“The mission of Mutoh is to contribute positively to society,” comments Mr. Yamaguchi. “Building reliable, responsive, and flexible IT systems is the first step required to achieve this goal. What’s more, with the Japanese government working to renovate and improve healthcare nationwide, we must be prepared to meet surges in demand for our services. We’re confident that we can meet these demands and achieve sustainable growth with Lenovo technology.”



Mr. Kengo Yamaguchi

Assistant Director of the
Information Systems
Department, Mutoh Co. Ltd.



“We have a very reliable partner in Lenovo, and we can speak freely to their team about any problems we have and get immediate assistance. It is very reassuring to know that Lenovo will always be able to provide reliable support whenever we need it.”

Why **Lenovo**?

“One of the main reasons we selected the Lenovo ThinkAgile HX5530 solution was because we used the previous model and it was highly recommended by our business partner,” explains Mr. Yamaguchi. “We also felt confident that Lenovo technology could deliver the rock-solid reliability we needed to ensure optimal business continuity, and appreciated the fact that Lenovo was willing to take the time to truly understand our business and help us to address our needs.”



Partner perspective: UserSide Inc.

“To ensure optimum business continuity, we put together a proposal that would enable Mutoh to migrate to a new IT infrastructure without requiring any system downtime. Having used Lenovo ThinkAgile HX Series ourselves for many years without any issues, we felt confident that it was the best solution for Mutoh.”

Mr. Shintaro Nozaki

Sales Manager, UserSide Inc.



How can manufacturers scale quickly and cost-effectively?

Working with Lenovo, Mutoh moved its critical applications to a virtualized IT environment without any system downtime.

[Explore Lenovo ThinkAgile HX Series](#)

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