

Computer Services

# Delivering **enterprise-class** IT services at entry-level prices

NTD

To make its managed services offering even more cost-effective for small- and medium-sized businesses, NTD deployed a hyperconverged infrastructure based on the ON DEMAND Lenovo and Scale Computing HyperCore Software (HC3) solution, running on high-performance Lenovo ThinkSystem SR630 servers.

Lenovo



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## Who is NTD?

Headquartered in Taastrup, Denmark, NTD specializes in IT solutions for small- and medium-sized businesses (SMBs).

Serving more than 100 customers across a wide range of sectors, managed services from NTD empower businesses to focus on their core competencies—backed by dependable, cost-effective IT.



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# The Challenge

Today, digital services underpin practically every industry—but for many SMBs, the time and costs associated with procuring and maintaining on-premises infrastructure can be a significant drain on both resources and productivity. Through its managed services offering, NTD helps SMBs solve these challenges.

Per Füssel, CEO at NTD, explains: “For businesses with fewer than 20 employees, even the smallest server deployments can be a significant cost driver. Our private cloud platform unlocks economies of scale—enabling our customers to access enterprise-class solutions such as Microsoft 365 for a highly competitive monthly fee.”

In the past, NTD relied on a traditional three-tier architecture to deliver its managed services offering. Typically, each customer had their own individual server, hosted and managed by NTD. As the existing environment approached end-of-life, the company looked for a new platform with the performance, scalability, and security to meet the long-term needs of its business.

“We targeted an infrastructure solution that would be easy to implement, manage, and expand as we add new managed services customers,” Füssel confirms.

“Working with our trusted technology partner ALSO, we evaluated our options. When ALSO introduced us to hyperconverged infrastructure [HCI] solutions from Lenovo and Scale Computing, we quickly realized we’d found the optimal fit for our needs.”

**Per Füssel**  
CEO, NTD

# Outstanding price / performance

NTD selected the ON DEMAND Lenovo and Scale Computing HyperCore Software (HC3) solution as its new private cloud platform. Specifically designed with the requirements of small IT teams in mind, Scale Computing HyperCore is based on a proven 64-bit OS kernel. All core components interface directly via the HyperCore hypervisor, running on high-performance Lenovo ThinkSystem SR630 servers.

“We see that the Lenovo and Scale Computing HC3 solution is perfectly aligned with the needs of the SMB market,” elaborates Füssel. “The solution is built on robust Lenovo servers, and includes everything we need in a single package: compute, storage, hypervisor, data management, and even disaster recovery capabilities.”

## Hardware


Lenovo ThinkSystem SR630

## Software

Scale Computing HyperCore (HC3)  
Microsoft Windows Server 2022

## Services

Lenovo Hardware Installation Services  
Lenovo Keep your Drive Service



Working with ALSO, NTD deployed the HCI solution at its on-premises data center in Denmark. In a matter of days, the new infrastructure—based on three Lenovo ThinkSystem SR630 servers—was up and running.

Füssel confirms: “The Lenovo and Scale Computing HC3 solution is extremely easy to set up. One of our employees pretty much completed the process on his own, with minimal guidance from the Scale Computing team. Day-to-day maintenance is also very simple—we’ve never encountered any issues with the solution.”



**“Even though we sized our HCI environment for high performance, we were blown away by just how fast it is. It’s helping us make our offering more competitive than ever in Denmark’s managed services marketplace.”**

**Per Füssel**  
CEO, NTD

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## Results

By replacing its traditional three-tier architecture with a HCI platform from Lenovo and Scale Computing, NTD has gained the performance and scalability to grow its thriving managed services business for years to come.

“The ON DEMAND Lenovo solution runs smoothly and is simple to maintain, which means we can onboard customers rapidly and manage their environments without adding new headcount,” explains Füssel. “Our new HCI platform offers an even better price/performance ratio than most public cloud providers, which definitely gives us a big advantage in the market.”

With Lenovo and Scale Computing HC3, NTD gains the flexibility to size new customer environments precisely based each customer’s specific requirements—helping the company shape compelling offerings for SMB prospects.

Füssel says: “For some small customers, it might take up to six years to recoup the costs of procuring an on-premises server. Using the HCI solution, we can spin up an environment and scale it elastically according to the customer’s needs. With this approach, we enable SMBs to only pay for the resources they actually need—our customers love it.”



Rapid deployment



Seamless scalability



Responsive support

“So far, we’ve onboarded more than 15 customers onto our HCI platform, and the feedback is extremely positive. The ON DEMAND Lenovo and Scale Computing HC3 solution is performing flawlessly, and we’re confident that many more SMB customers will move over in the months ahead.”

**Per Füssel**  
CEO, NTD



# Why **Lenovo**?

During the solution evaluation process, NTD determined that HCI from Lenovo and Scale Computing would be the fastest and most cost-effective way to build a next-generation managed services platform.

“We wanted a solution that would work straight out of the box, and that’s exactly what we got with Lenovo and Scale Computing,” says Füssel. “We’ve been using Lenovo solutions for many years prior to this project, and in all that time we’ve been very impressed by the quality of their solutions. We’re also a member of the Lenovo Infrastructure Solutions Group and Intelligent Device Group partner programs, and greatly appreciate the open dialogue that Lenovo has with its customers.”

From the implementation project and beyond, NTD gains the peace of mind that expert support from Scale Computing is always available when needed. “The level of responsiveness we get from the Scale Computing support team is amazing,” adds Füssel. “They typically get back to us within minutes—their commitment to customer service is second to none.”



## Partner perspective: ALSO

“ALSO has been partners with NTD almost since the company was founded. Through the years, we’ve built a strong relationship based on honesty and clear, open communication—and we are delighted with business value that the new Lenovo and Scale Computing platform is delivering.”

**Troels Andersen**

Focus Sales Manager, ALSO





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To learn more about services from NTD, please contact Burim Rama, or visit the following website:  
[www.ntd.dk](http://www.ntd.dk)

# How do you make managed services more cost-effective?

Building a next-generation managed services platform based on Lenovo and Scale Computing technology.

[Explore Lenovo ThinkSystem](#)

