

Computer Services

# Serving a **growing** cloud services market

WCS IT Consulting

Mexico's cloud services market is growing fast. With Lenovo TruScale Infrastructure as a Service, WCS IT Consulting can meet soaring demand while keeping capital costs lean.

Lenovo  
**TruScale**

Infrastructure as a Service



Lenovo

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## Who is WCS IT Consulting?

WCS IT Consulting (WCSIT) is one of Mexico's top cloud service providers, with a strong focus on digital transformation. The company helps its clients in their journey to the cloud through personalized support, leading-edge technology, and experienced consultants.

Founded in 2020 as a spin-off from Inacom de México, one of the country's leading IT infrastructure suppliers, WCSIT offers a broad portfolio of private, public, and hybrid cloud services, managed infrastructure services, backup, monitoring and security solutions, and support and service desk solutions.



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## The Challenge

Cloud technology offers the ability to consume services in a more agile way, with the scalability and flexibility to adapt fast to changing business needs. For many organizations, moving some or all business systems to cloud is therefore an important digital transformation goal. As such, demand for cloud services in Mexico has grown significantly in recent years—with global hyperscalers moving in to fill the gap.

In response, Inacom de México established WCSIT as a dedicated cloud services provider. To compete with the major international players, the company looked for the right technology to offer flexible, customizable, and scalable solutions to domestic clients.

“We explored the possibility of building our own cloud hosting infrastructure, but soon realized that this would be unsustainable due to initial CAPEX investments. We wanted the same ‘as-a-Service’ benefits that we aimed to provide our clients, so we targeted a more flexible alternative.”

**Nicolas Reyero**

Founder & CEO, WCS IT Consulting

# Finding flexibility

After evaluating the market, WCSIT selected Lenovo TruScale Infrastructure as a Service—a flexible IT consumption model that gives the company access to Lenovo hardware on a pay-as-you-go basis. This enabled WCSIT to equip its data center with Lenovo servers and storage with minimal capital investment.

Reyero confirms: “With Lenovo TruScale, we built a state-of-the-art, on-premises hosting infrastructure without a large upfront investment, so we could get up and running quickly and go to market faster.”

## Services

Lenovo TruScale Infrastructure as a Service (Discover, Design, Implement, Support, Optimize)  
Lenovo TruScale Dedicated Customer Success Manager  
Lenovo TruScale Continuous Monitoring, Health Checks, and Updates  
Lenovo Premier Essentials 24x7 4-Hour Response with YourDrive YourData  
Lenovo Hardware Base Installation  
Lenovo Hardware Installation Advanced

## Software

Lenovo XClarity Pro  
Red Hat Enterprise Linux Server

## Hardware

Lenovo ThinkSystem SR650 V2  
Lenovo ThinkSystem DE4000H Hybrid Flash Array  
Lenovo TruScale Management Console

Crucially, WCSIT can scale the infrastructure quickly and cost-effectively. This means that WCSIT can seamlessly accommodate a growing number of clients—such as marketing companies, OEM providers, retailers, and more—while only paying for the infrastructure resources it actually uses each month, delivering transparent, predictable pricing.

As well as handling the hardware procurement, deployment, and configuration, Lenovo provides ongoing monitoring and maintenance services to ensure maximum uptime and efficiency. WCSIT also benefits from a dedicated customer success manager who acts as a focal point for internal escalations, health checks, and growth plans.

What's more, because WCSIT's parent company—Inacom de México—is a certified Lenovo partner, it can provide its own support for the TruScale solutions.

**“We don't have a specific type of customer or workload running on our private cloud environment. We support everything from AI and data analytics to IT monitoring platforms and databases, for a wide range of company types, sizes, and industries.”**

**Nicolas Reyero**

Founder & CEO, WCS IT Consulting

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## Results

With Lenovo TruScale, WCSIT can grow its cloud services extremely cost-effectively—boosting business agility and enabling the company to capitalize on soaring client demand for cloud computing.

Reyero comments: “Mexico’s cloud services market is growing very rapidly as more and more organizations embark on digital transformation projects. With Lenovo TruScale, we can offer the same type of services that our customers are looking for, with all the management capabilities that they need, focused on their business, without significant upfront investment. This enables us to onboard more clients more quickly and grow our business.”

- ✓ Flexible, cost-effective pay-as-you-go model
- ✓ Scales seamlessly with business growth
- ✓ Rapid deployment and configuration
- ✓ Fully managed services and support



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“We aim to become one of the big players in Mexico’s cloud services market, and Lenovo TruScale will help us reach our target.”

**Nicolas Reyero**

Founder & CEO, WCS IT Consulting

# Why **Lenovo**?

The decision to go with Lenovo TruScale Infrastructure as a Service rather than procuring the servers and storage itself was clear-cut for WCSIT. “Lenovo TruScale gives us the freedom and flexibility to respond to the needs of a rapidly evolving cloud services market, at reduced capital cost,” says Reyer. “It’s a win-win scenario for us.”

He adds: “The Lenovo TruScale team takes care of everything, from procurement to deployment to management. This means that we can focus our time and resources on serving our clients, not on infrastructure.”





# How can you meet soaring demand for cloud services?

Gaining the freedom and flexibility to scale operations with Lenovo TruScale.

[Explore Lenovo TruScale](#)

Lenovo  
**TruScale**  
Infrastructure as a Service