

Manufacturing
China

Qinghai Salt Lake Industry Co. Ltd

Extending investments in existing technology and building for the future with Lenovo.

Solution components

Services

- Lenovo Managed Services

As the fourth-largest producer of potash in the world, Qinghai Salt Lake Industry Co. Ltd is a leader and pioneer in China's fertilizer industry. With over 18,000 employees and a complex organizational structure, the company had accumulated a wide range of business-critical IT infrastructure over time, and maintenance was becoming a significant challenge. The company's longer-term plan is to replace its aging IBM hardware—but in the meantime, it urgently needed a partner that could help it extend the life of its servers, storage, and switches. The answer? Lenovo Managed Services. Lenovo's multi-brand, enterprise-level maintenance services provided both the parts and the expertise the company needed to keep its IT operations running smoothly, as well as building trust for potential collaboration on industrial IoT applications. By handing off maintenance to Lenovo Managed Services, the company has cut costs and given its IT a new lease on life.

“With Lenovo Managed Services, the interests of our business are their top priority. They have helped us significantly reduce our maintenance costs and given us confidence in our IT strategy for the next three years.”

Wang Shitao,
Business Manager, Qinghai Salt Lake Industry Co. Ltd



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