

Computer Services

Delivering safe, flexible, and **cost-efficient** services

bytewerk GmbH

Offering managed services with high data protection standards in the public cloud using Exoscale powered by Lenovo across Germany, Austria, and Switzerland.

 **EXOSCALE**
powered by

Lenovo[™]



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Who is bytewerk?

bytewerk GmbH is a managed IT service provider and security specialist based in Fulda, Germany. This innovative and rapidly growing company has over 40 employees and supports predominantly medium-sized, regional organizations across a wide range of sectors including healthcare, manufacturing, and public services.

The service provider enables digital transformation initiatives across cloud, hybrid cloud, and multicloud environments. With its focus on IT security, bytewerk is also an expert in Managed Detection and Response (MDR) services.



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The challenge

As the company grew consistently year after year, bytewerk's clients and projects also became larger. While working on a couple of more dynamic projects, it became clear to bytewerk that its current approach to public cloud would need to change.

Jonathan Feuerstein, Chief Technology Officer at bytewerk GmbH, says: "We simply needed additional flexibility, better scalability, and a more granular cost structure to successfully reach out to new and larger clients with more complex business and security requirements."

Some of bytewerk's clients need to follow strict regulations when it comes to data protection and data residency. Where this is the case, the physical protection and location of the data center become essential for compliance reasons. Additionally, the company needed higher service levels with 24/7 support to ensure smooth business operations for its clients at all times.



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“Finding a public cloud where all components are based in Europe was an important compliance requirement for us and our clients. Besides regional offerings, we also looked at the global hyperscalers, but they often tended to be more expensive than Exoscale powered by Lenovo.”

Jonathan Feuerstein

Chief Technology Officer, bytewerk GmbH

Finding a **public cloud** that fits

With its goal to deliver better and more cost-efficient services to its clients, bytewerk evaluated a range of public cloud solutions. Because of the flexibility, the simple management console, the reliable server infrastructure, and the compliance with high data security standards, bytewerk selected Exoscale powered by Lenovo.

Exoscale powered by Lenovo is the Lenovo Public Cloud Service for Germany, Austria, and Switzerland. The service relies on Lenovo ThinkSystem HR630X servers located in Germany to deliver high-performance cloud computing resources. The cloud comprises a wide range of services including KVM-powered virtual machines and cloud object storage. For more control and increased protection, Exoscale powered by Lenovo also supports dedicated hypervisors and private connections for seamless integration with secure company networks and hybrid cloud deployments.

Hardware

Lenovo ThinkSystem HR630X

Services

Exoscale powered by Lenovo
oneclick VDI

“We specialize in managed IT security services,” says Feuerstein. “Naturally, data security is essential for our cloud architecture. That’s why compliance with the EU’s General Data Protection Regulation, GDPR for short, and other data privacy laws are key aspects of our cloud deployments. Some clients also need strong protections against the US Clarifying Lawful Overseas Use of Data Act, or CLOUD Act. With Exoscale powered by Lenovo we can handle all sensitive compliance issues easily.”

To ensure secure and compliant operations, Exoscale conducts regular audits.



“A real game changer for us is the ability to align cloud resources more closely with business needs using on-demand billing by the hour and dynamic scalability. We can now offer clients more competitive managed services at 30% lower costs without compromising on data security.”

Jonathan Feuerstein

Chief Technology Officer, bytewerk GmbH

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Results

A major benefit of Exoscale powered by Lenovo for bytewerk is that it can get started with new clients and projects much faster. “There is much less back and forth,” explains Feuerstein. “The communication with Lenovo is streamlined and effective. As a result, we can start delivering value for clients 50% faster now.”

Taking advantage of the infrastructure automation API of Exoscale powered by Lenovo, bytewerk can adopt modern DevOps best practices more easily. The scriptable cloud environment enables fully automated commissioning and decommissioning of demo sandboxes. “We can now manage demo environments for other companies very cost-efficiently, which has already become a growing business area for us,” remarks Feuerstein. “Software vendors can integrate a form on their website, so potential customers can easily request a demo environment. The automated setup helps vendors save costs and offer more prospects the opportunity for a hands-on evaluation of their business applications. It’s a very smooth experience for everyone.”

As flexible working patterns become more important, bytewerk takes advantage of oneclick VDI running on the Exoscale Cloud to securely deploy digital workspaces—for itself and for its clients. “We can access our own internal business applications 30% faster now, thanks to the outstanding performance of oneclick running on Exoscale powered by Lenovo,” says Feuerstein. “By partnering with Lenovo, we can also offer attractive bundles of laptops and virtual desktops. Our clients can get everything they need from a single vendor, reducing the management overhead of different contracts and licenses. And on top of that, the advanced automation tools of oneclick and Exoscale enable us to switch unused workplaces off when they are not needed, saving up to 30% in operating costs and improving IT security further.”

Exoscale powered by Lenovo enabled bytewerk to improve its Backup and Disaster Recovery as a Service offering to provide its clients with an additional layer of protection through off-site backups using Exoscale object storage.

Feuerstein concludes: “We have already convinced a third of our existing cloud customers to move to Exoscale by Lenovo. This clearly proves to us how attractive the new offering is. Looking ahead, we will increasingly deploy and manage cloud-native architectures using containers—and the Exoscale Scalable Kubernetes Service is exactly the future-proof solution we need to successfully expand that part of our business.”



50% faster setup of new clients and projects



30% lower costs for managed services



30% faster business applications



Ensures compliance with European data security and data residency regulations



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“We really appreciate the direct and personal collaboration with Lenovo. With Exoscale powered by Lenovo, we can get new client projects started in half the time. Our clients benefit from more flexibility and higher reliability.”

Jonathan Feuerstein

Chief Technology Officer, bytewerk GmbH

Why **Lenovo**?

The direct, efficient, and quick communication with the Lenovo team has impressed bytewerk. Lenovo goes the extra mile to ensure optimized performance for all workloads on the tailored cloud service.

What's more, the widely recognized reliability of Lenovo infrastructure is an asset when bytewerk talks to new customers. Many decision-makers already know and trust Lenovo, helping bytewerk to win new business.



Partner perspective: Exoscale

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“By partnering with Lenovo and launching our Exoscale powered by Lenovo public cloud offering, we can build on an established and widely respected partner network. Working with companies like bytewerk helps us to grow our business rapidly while they can give their customers fast, reliable, and secure cloud resources to leverage the latest cloud native architectures and transform their digital business processes cost-efficiently.”

Wolfgang Brücker

Senior Partner Manager, Exoscale

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How do you gain the flexibility to win new and larger clients?

Offering more competitive managed services at lower costs with Exoscale powered by Lenovo.

[Explore Lenovo Public Cloud Services](#)



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