



Offering trusted hybrid cloud services.

How **Somnitech AG** used Lenovo ThinkAgile HX Series to build a private cloud platform in its Swiss data centers to deliver flexible, reliable cloud services that don't compromise on security or performance.

Lenovo Infrastructure Solutions
for The Data-Centered

Lenovo

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Background

Swiss IT services provider Somnitec offers holistic, tailor-made solutions designed to meet both today's and tomorrow's business IT needs. Specializing in IT infrastructure outsourcing and cloud services, the company serves enterprises of all sizes—from small local businesses to large, international corporations.

Somnitec operates offices in Gerlafingen and Zurich, as well as two high-availability data centers in Switzerland, and employs 70 people.

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Challenge

No enterprise—regardless of size, market share, reputation, or industry—can afford to stand still. All businesses must anticipate and adapt to constantly changing market conditions, regulatory requirements, and customer expectations.

“An agile, responsive business requires flexible, scalable IT,” says Paolo Donnarumma, Chief Sales Officer at Somnitec. “Cloud computing offers just that, and we are eager to help our clients reap the rewards.

“However, many clients had reservations about moving workloads to the public cloud. Many of our clients operate in heavily regulated industries, such as the banking and pharmaceuticals sectors, and were worried about data security and privacy. Others doubted that public cloud offered the performance they needed to support operations.”



Lenovo and Nutanix: proven technology, proven partnership.

Recognizing that privacy and performance concerns were preventing many companies from embracing cloud computing, Somnitec set out to build its own private cloud platform.

After evaluating solutions from several vendors, the company selected Lenovo ThinkAgile HX Series, a hyperconverged infrastructure (HCI) solution powered by Nutanix Cloud Platform.

“We selected HCI over a traditional three-tier architecture due to its simplicity and scalability,” says Donnarumma. “As a market leader, Nutanix was the clear frontrunner for us. Running it on Lenovo hardware was the natural choice. We have an established partnership with Lenovo, so we know and trust their technology and support services. What’s more, the Lenovo ThinkAgile HX Series is a fully validated solution, ready to plug and play right out of the box.”

“We are delighted to continue supporting the Somnitec team on their hybrid cloud journey, and look forward to further collaboration on delivering powerful, flexible and secure cloud computing solutions to Swiss companies.

Jurgen Stumpp
Senior Account Manager, Lenovo



Confidence in our private cloud offering is high, and more and more clients are now opting for cloud services to boost the agility and responsiveness of their business.

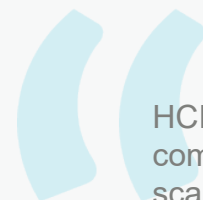
Mirco Blöchliger
Chief Delivery Officer, Somnitec AG

Bringing the cloud experience to the data center.

Somnitech deployed six Lenovo ThinkAgile HX3321 certified nodes, configured as two three-node clusters, as part of an initial 'Buy & Try' trial.

After 40 days of rigorous testing, Somnitech's IT team gave the Lenovo ThinkAgile HX Series the green light, and the company began migrating client environments over to the new platform.

Today, Somnitech hosts multiple client environments, and has expanded its HCI-based offering with additional Lenovo ThinkAgile HX3331, HX3521 and HX7521 nodes to meet growing client demand.



HCI brings clients a step closer to cloud computing. They get the flexibility and easy scalability of cloud services, but with the peace of mind that everything is hosted in our secure data centers.

Jan Fischer

Teamlead Infrastructure Services, Somnitech AG

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Results

With the Lenovo ThinkAgile HX platform, Somnitech can offer clients agile, reliable, high-performance private and hybrid cloud services, as well as peace of mind that data stays in-country—and is therefore subject to strict Swiss national data protection laws.

“HCI gives us cloud-like functionality in our data centers,” says Donnarumma. “Moving from a three-tier architecture to the Lenovo ThinkAgile HX platform has enabled us to simplify, modernize, and automate operational processes.”

By moving to HCI, Somnitech was able to break up existing silos, eliminating the need for dedicated server and storage expertise. The HCI-based cloud is managed by IT generalists, freeing up specialists’ time to focus on income-generating activities rather than routine infrastructure administration. Mirco Blöchliger, Chief Delivery Officer, Somnitech AG, concludes: “Confidence in our private cloud offering is high, and more and more clients are now opting for cloud services to take boost the agility and responsiveness of their business.”



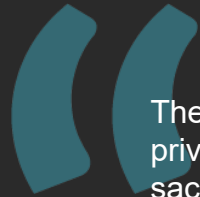
**70% reduction
in time taken to
provision virtual
machines**



**70% lower
operating costs**



**‘Made in
Switzerland’
cloud services
that comply
with strict data
protection
regulations**



The Lenovo ThinkAgile HX platform is the foundation for our 'Made in Switzerland' private and hybrid cloud services, giving clients the benefits of cloud computing without sacrificing data control, security, or performance.

Paolo Donnarumma
Chief Sales Officer, Somnitec AG

What will you do with Lenovo ThinkAgile HX solutions?

Somnitec AG supports its Data-Centered clients with Lenovo smarter infrastructure solutions, powered by Nutanix.

[Explore Lenovo ThinkAgile HX Solutions](#)



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