



Computer Services

# Supporting cloud services with **speed** and **simplicity**

Orange Business

Bringing high performance, availability, and energy efficiency to clients for less, with Lenovo ThinkSystem servers and Lenovo ThinkAgile VX Integrated Systems powered by VMware vSAN™.

Powered by

**vmware**®

**Lenovo**

1

## Who is Orange Business?

Part of telecom giant Orange Group, Orange Business is a local-global provider of cloud services, digital workplace, and data-driven solutions.

A leading network and digital integrator, Orange Business works alongside businesses all over the world to make their digital transformation projects efficient and sustainable. The company has a strong presence in several European countries, particularly in Norway, Sweden, the Netherlands, Austria, and Germany.



# Business

2

## The Challenge

As the strategic IT partner for hundreds of companies across the globe—including many large transportation, retail, e-commerce, finance, and public-sector organizations—Orange Business provides true peace of mind, so that its clients can focus on running their business and delivering world-class customer experiences.

These companies count on Orange Business to deliver top performance and availability for critical systems and processes at a competitive price. It's a tall order, which makes having a rock-solid IT infrastructure and the right management tools one of the biggest priorities for Orange Business.

As the group expands, Orange Business is continuing to scale up data center resources to meet demand. The company looked for an infrastructure partner that could meet its needs for cost-effective performance, reliability, and availability—a search that ultimately led it to Lenovo.



**“As a cloud services provider, it’s important to have a vendor that is easy to work with and understands our company. Lenovo make it easy to be their customer: they keep things simple for us and we know we can count on their technology to do the job.”**

**Espen Riis Andersen**

Head of Server Hardware, Orange Business

# Tried, tested, and **trusted** technology

For years now, Orange Business has relied on Lenovo ThinkAgile VX Integrated Systems and ThinkSystem servers to keep operations running smoothly. The company currently has more than 500 Lenovo servers installed at data centers in Norway, Sweden, and Switzerland.

Andersen recalls: “We thoroughly tested the hardware for build quality, performance, and power efficiency before selecting Lenovo as our primary hardware provider. And we continue to test the systems to ensure that they keep meeting our needs.”

For example, Orange Business recently expanded its Lenovo footprint with a VMware vSAN™ hyperconverged architecture using Lenovo ThinkAgile VX Series Integrated Systems.

## Hardware

Lenovo ThinkAgile VX  
Integrated Systems  
Lenovo ThinkSystem servers

## Software

Lenovo XClarity Administrator  
Lenovo XClarity Orchestrator  
VMware vCenter®  
VMware vSAN™  
VMware vSphere®

Andersen comments: “Lenovo ThinkAgile VX Series fits perfectly into our data center architecture, as VMware vSAN integrates seamlessly with VMware vSphere®—one of the primary hypervisors in use across our entire server estate.

“We really put these integrated systems through their paces, stress-testing the central processing unit [CPU] for seven days straight. The CPU never exceeded 67°C and the motherboard temperature did not exceed 30°C while the fans never went above 30% load. We even tested what would happen when the fans and power supply unit were removed—and the answer is nothing! The servers kept running without fans for five minutes before shutdown. The stability and reliability of the Lenovo ThinkAgile VX Series Integrated Systems outclass all the other vendors we’ve tried.”



**“We’re very pleased with the performance and stability of the Lenovo ThinkAgile VX Series platform. High availability is built into the VMware stack and the Lenovo hardware is very reliable. This translates into minimal downtime, which is critical for us as a cloud services provider.”**

**Espen Riis Andersen**

Head of Server Hardware, Orange Business

# High performance, low carbon

In response to rising energy prices, Orange Business has taken advantage of Lenovo's advanced energy efficiency and power-saving features for the first time.

Andersen comments: "We were amazed to find that switching to the power-saving setting lowered power consumption by up to 25% without any drop in performance. We ran lots of tests with servers running VMs at 70-80% capacity, both with and without the power-saving setting enabled, and we were blown away by the results.

"We even pitted the Lenovo servers against another vendor's servers with the exact same specifications running the exact same workloads, and the difference in energy efficiency was huge. Naturally, our engineers were intrigued and wanted to investigate! We found that small differences in the design of the chassis and fans means that Lenovo servers have much better airflow, which creates better cooling and improves energy efficiency."

Higher energy efficiency translates into lower electricity costs and leaner, greener, and more sustainable data center operations. "We save around 200 watts of energy per server, which adds up to lower electricity costs overall. It's good for our bottom line and the environment too," notes Andersen.

Orange Business is strongly committed to building and empowering more sustainable cloud technology while making efforts to reduce its own CO<sub>2</sub> emissions. Ensuring that data centers are built for optimal energy usage and cooling is key to achieving this goal—and Orange Business is working closely with Lenovo to make this a reality.



3

## Results

With Lenovo and VMware vSAN technology delivering high availability and stability, Orange Business can ensure predictable performance and maximum uptime for its clients. Alongside this, the company benefits from short time-to-production for new systems, thanks to easy configuration and management from Lenovo XClarity.

Andersen says: “The faster we can set up new server instances for our clients, the better—and Lenovo XClarity definitely helps with this. It currently takes us around five hours to provision a new system from scratch, which makes it easier for us to stay on top of our clients’ demands.”



Up to 25% lower  
power consumption



Lower electricity  
costs



~5 hours to provision  
a new system



In addition to monitoring the Lenovo landscape, XClarity makes it easy for Orange Business to manage firmware updates and compliance, schedule maintenance windows, provision new systems, and check configuration settings.

“We’re big fans of Lenovo XClarity,” confirms Andersen. “It gives us a single point of control for all our Lenovo systems. The infrastructure team are very happy with how it works. They can start a job in XClarity, move on to something else, and come back to find it completed successfully. It saves a lot of time on administration. The fact that Lenovo XClarity Integrator for VMware integrates so smoothly with VMware vSAN through vCenter for simplified lifecycle management means that we can keep on top of software and firmware updates with ease.”



**“The strong integration between Lenovo and VMware is a big plus for us. It makes it easy for us to set up and manage the environment. We can also count on the platform to deliver the high performance and reliability that our business demands.”**

**Espen Riis Andersen**

Head of Server Hardware, Orange Business

# Why **Lenovo**?

With Lenovo, Orange Business doesn't just benefit from tried-and-tested hardware—it has also gained a true partner, who makes it easy for the company to get the most out of its technology investments.

Andersen explains: “Unlike other vendors who require us to go through many layers of approval when purchasing new kit, Lenovo’s process is very straightforward. When we need a quote on a new configuration, the Lenovo team makes it happen very quickly and we usually agree on pricing in one to three days. That’s a huge bonus as we can get back to our clients with a response fast, and keep the process moving smoothly on our end.”

Andersen concludes: “We like how Lenovo works as a company. They have the size and scale to deliver fast, and they also make it easy to find the right people to talk to. Our main contacts are two people in Norway—that’s all we need to do business. We don’t have to jump through hoops to get great support. Lenovo understands our business and the team has always been very responsive to our requirements.”



# How can businesses get high performance with energy efficiency?

Slashing power consumption without sacrificing performance with Lenovo and VMware technology.

[Explore Lenovo ThinkAgile VX Series](#)

Powered by

**vmware**<sup>®</sup>