

Computer Services

Increasing performance and security with a **flexible** public cloud solution

VARNObit

Gaining new capabilities and delivering refined, customized cloud solutions with Exoscale powered by Lenovo.



Lenovo

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Who is VARNObit?

VARNObit is a regional IT service provider based in Rostock, Germany. With its solution-oriented and customer-focused approach, the dynamic team has already completed over 3,000 successful IT projects with local businesses and organizations.

Specializing in helping mid-sized companies to modernize, streamline and outsource their IT, this full-service provider offers reliable services with personal support and transparent billing.



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The Challenge

A local education provider offering skills and training programs across a district in northern Germany found it difficult to align its existing IT with its business needs. Educating amongst others nursing professionals and special-needs care workers, the organization was stuck with an inflexible hosted solution that slowed down administrative workflows for its 60 staff.

Christian Wenzl, CEO at VARNObit, says: “Our customer was not very happy with the previous hosted environment. The performance was poor and the environment could not be scaled cost-efficiently due to the inflexible architecture. It was operated by an unreliable service provider with opaque billing and management processes.”

When VARNObit analyzed the existing IT environment, it found ample room for improvement. “Wherever we looked, we uncovered issues,” details Wenzl. “There were no regular, scheduled backups and the solution was not implemented with an appropriate level of data protection and privacy controls to support compliance with the German and European General Data Protection Regulation.”

Additionally, the education service provider needed a new solution quickly to avoid getting locked into a substandard service contract for even longer.



“We looked at regional cloud providers and international hyperscalers, and quickly found that the public cloud offering Exoscale powered by Lenovo was the perfect fit for the customer’s business requirements.”

Christian Wenzl
CEO, VARNObit

Scalability and security in the **cloud**

Following its infrastructure analysis, VARNObit selected Exoscale powered by Lenovo as the most flexible and future-proof cloud solution for its customer. “Key for us was to build a new solution that would fix all the issues with the old deployment,” explains Wenzl. “We looked at regional cloud providers and international hyperscalers, and quickly found that the public cloud offering Exoscale powered by Lenovo was the perfect fit for the customer’s business requirements.”

VARNObit first increased data security and protection by strictly separating staff and student services. The company set up a virtual Sophos Firewall and two subnets on Exoscale powered by Lenovo for the different user groups and services.

Hardware

Lenovo ThinkSystem HR630X
HyperScale

Software

Microsoft Windows

Services

Exoscale powered by Lenovo

Keeping the solution lean and simple, VARNObit deployed a virtual desktop infrastructure (VDI) environment using two Windows Server Remote Desktop Session Host servers to provide Windows Remote Desktop Services for the 60 staff and about 120 students. “Exoscale powered by Lenovo offers a wide range of scalable compute instance types we can use as building blocks to optimize the sizing of the virtual desktop hosts,” says Wenzl. “For certain workloads we’ve deployed Storage Optimized Instances which provide larger data storage and higher storage performance to accelerate a number of workflows and processes. We’re also using the built-in snapshot feature of Exoscale powered by Lenovo to enable quick and easy backup and recovery of our virtual servers. We’ve further standardized the solution by using custom cloud instance templates.”

To improve data security, VARNObit implemented a VPN solution using the virtual Sophos Firewall, enabling encrypted VPN connections between the customer’s client systems and the desktops hosted in the cloud. “Boosting security was crucial for this customer solution,” adds Wenzl. “Using Exoscale powered by Lenovo, we’ve ensured state-of-the-art protection of data and systems using encrypted communication and multi-factor authentication for all users.”



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Lenovo, we now have the flexibility
to scale instances up and down as
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Christian Wenzl
CEO, VARNObit

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Results

Since moving to Exoscale powered by Lenovo and VARNObit, the education provider benefits from much better performance, faster support and certified IT security. “Our customer is really happy with the new flexible and secure cloud solution running on Exoscale powered by Lenovo,” says Wenzl. “Using the Lenovo cloud solution, we were able to set up the new environment quickly, and most importantly without the need to wait for delivery of any components. We could start right away and deliver a new virtual desktop solution quickly.”

Another advantage of a real cloud solution in contrast to a more traditional hosted environment is the increased transparency thanks to the dynamic on-demand billing model. “In the past, the customer was sometimes surprised by high bills at irregular intervals,” recalls Wenzl. “With our service and the Lenovo cloud offering, the customer gets a detailed breakdown of the resources they use and only needs to pay for what they actually consume. With Windows licenses billed by the second, there is a lot of room for further price optimization through automation, to fully leverage the highly flexible on-demand cloud billing model.”



100% availability
in the cloud



Fast and flexible
implementation
boosts business
agility



Increased security
and data protection
for 180 users

With the old solution, the education provider could not grow its capacities easily to deliver the performance staff and students needed to work and learn efficiently. “It’s normal that business needs change over time,” adds Wenzl. “Thanks to Exoscale powered by Lenovo, we now have the flexibility to scale instances up and down as needed. Additionally, during the implementation we could also adapt the cloud solution easily and cost-efficiently by, for example, adding another instance for a specific task.”

Wenzl concludes: “For our customers, Exoscale powered by Lenovo offers a lot of flexibility without risks to compliance with strict data privacy laws and regulations.”

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WILLKOMMEN


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Wir sind für
Sie da!

**IHR PARTNER
FÜR IT- & TK-LÖSUNGEN**

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“For us as a Lenovo partner, Exoscale powered by Lenovo opens up a whole range of new business opportunities. Using the Lenovo public cloud as a foundation, we can provide refined solutions with managed services and highly personalized, local customer support.”

Christian Wenzl
CEO, VARNObit

Why **Lenovo**?

VARNObit has been a Lenovo partner for a while and knows about the high quality and reliability of Lenovo solutions from their own experience. This is why they recommend Lenovo to their customers. “By relying on Lenovo when we implement customer solutions, we benefit from the solid reputation that Lenovo stands for and we know we can deliver a resilient service,” confirms Wenzl. “Thanks to Exoscale powered by Lenovo, the education provider we serve has achieved 100% availability.”

The whole implementation from the first quote to the go-live has been very smooth. Lenovo supported VARNObit throughout the process and provided valuable guidance and deep expertise. “With Exoscale powered by Lenovo, we have a dedicated support contact, not just a ticket number,” says Wenzl. “Whenever we engage with Lenovo support, we can immediately see that they really know their stuff and work together with us to deliver the best solution for our customer.”



How can you modernize and streamline IT?

Delivering a delivered a cloud solution with personal support and transparent billing, based on Lenovo technology.

[Explore Lenovo Public Cloud Services](#)



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