Helping businesses harness the power of cloud computing.

How **Furaco IT** uses the Lenovo ThinkAgile MX platform to deliver customized private, public, and hybrid cloud services.

Lenovo Infrastructure Solutions for The Data-Centered

Microsoft

Lenovo

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Background

Headquartered in Milan, Italy, Furaco IT provides small and medium-sized enterprises with comprehensive IT consulting, design, implementation, and management services. Recently, the company launched the Furaco Cloud Platform to provide custom cloud services tailored to its clients' unique needs. Committed to helping businesses optimize operations with the latest innovations in enterprise technology, Furaco IT also offers a range of Virtual Desktop Infrastructure (VDI), smart working, and disaster recovery services.

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Challenge

To reduce costs, boost agility, and free IT teams to focus on service innovation, more businesses are looking to move workloads to the cloud. This trend presents fresh opportunities for Infrastructure as a Service (IaaS) providers like Furaco IT to win new clients and increase market share.

With these goals in mind, Furaco IT set out to enhance its IaaS platform by offering easy access to hybrid and public cloud offerings such as Microsoft Azure. The aim was to rapidly scale its operations to serve additional customers, and lay the foundation for a wider range of data-driven services.

Mattia Trussardi, Co-founder and IT Administrator at Furaco IT, explains: "While private cloud environments can be perfect for clients with highly customized IT systems and applications, they are not the best option for all businesses. To help ensure that we could offer the optimal solution for every client, we decided to broaden our product portfolio by integrating public and hybrid environments."

To support the expansion of its hybrid cloud services and enable seamless integration with public cloud platforms such as Azure, Furaco IT looked to scale out its IT infrastructure, which was based on a traditional three-tier architecture. As part of this initiative, the company also identified billing as an important area for innovation.

Andrea Quetti, General Manager, Furaco IT, says: "As our business grew, it became clear that our existing billing processes would be unable to offer the efficiency we required. For instance, we were manually calculating invoices for each client using information from several third-party systems, which took up valuable time we could otherwise be using to deliver value-added services to our customers."
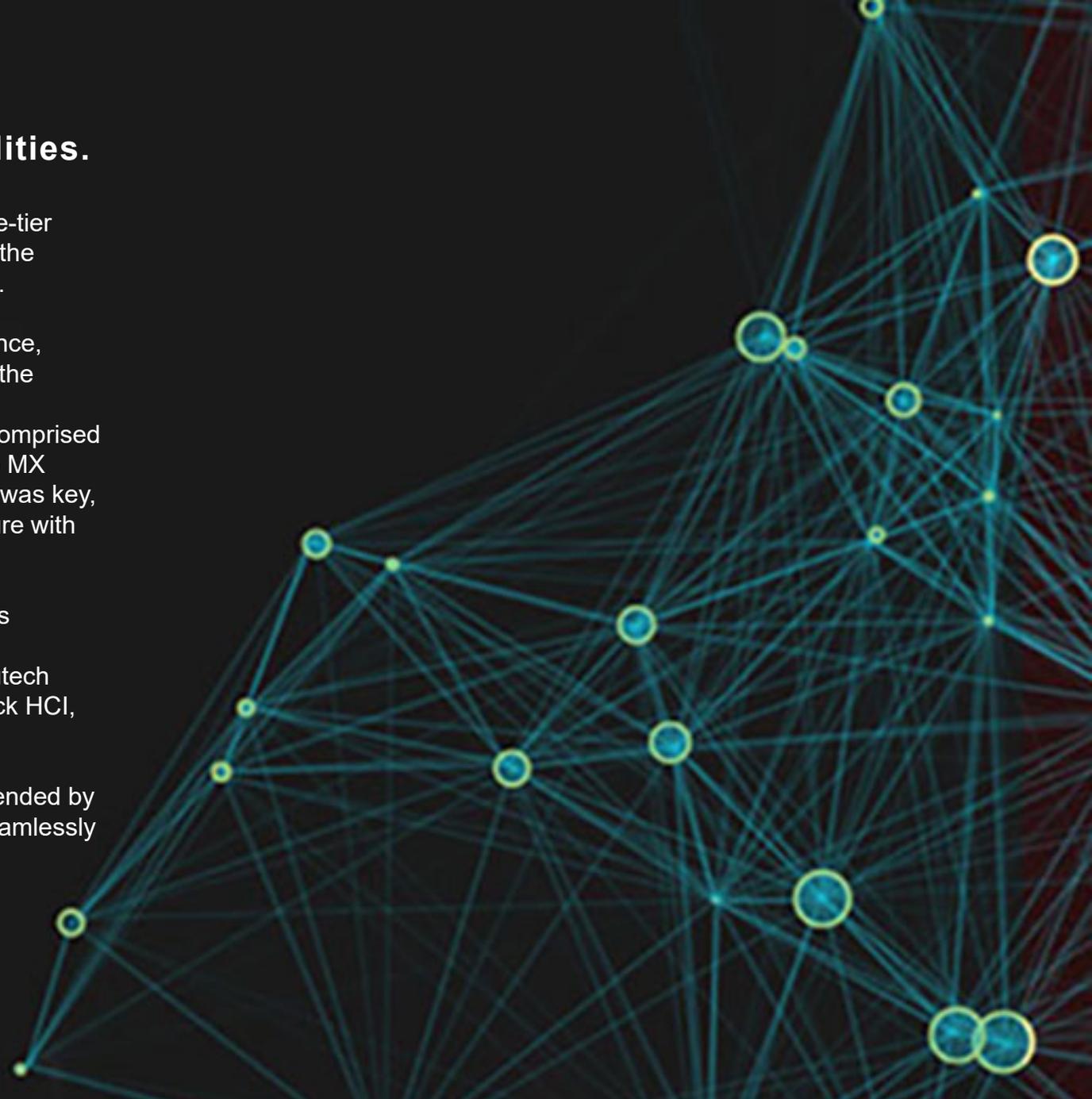
Why Lenovo? Integrated hybrid cloud capabilities.

To support its new services, Furaco IT chose to replace its existing three-tier data center architecture with a hyperconverged infrastructure based on the Lenovo ThinkAgile MX platform, powered by Microsoft Azure Stack HCI.

Trussardi recalls: "We were truly impressed with the excellent performance, reliability, and stability of the Lenovo solution. To put it into perspective, the proposed three-node Lenovo ThinkAgile MX cluster delivered the same compute and storage performance as our legacy infrastructure, which comprised 11 servers and three SAN systems. The fact that the Lenovo ThinkAgile MX Series is designed, tested, and validated for Microsoft Azure Stack HCI was key, as this makes it much easier for us to integrate on-premises infrastructure with Azure cloud services."

The company implemented three Lenovo ThinkAgile MX Certified Nodes configured as a single cluster. To simplify deployment, management, consumption, and billing for its cloud services, Furaco IT deployed Acuutech MESH—a set of turnkey solutions and managed services for Azure Stack HCI, provided by Lenovo Partner Acuutech.

Quetti says: "The Lenovo ThinkAgile MX platform came highly recommended by Acuutech, which reassured us that the Lenovo hardware would work seamlessly with their solutions and help us to optimize billing processes."

"Delivering consistently strong performance, rock-solid reliability, and great scalability, the Lenovo ThinkAgile MX platform is the ideal foundation for our hybrid cloud services."
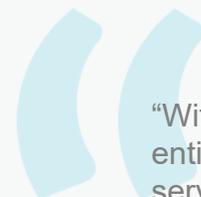
Mattia Trussardi
Co-founder and IT Administrator, Furaco IT

Teaming up for a seamless deployment.

With support from Lenovo, Acuutech, and Microsoft, Furaco IT completed the Lenovo ThinkAgile MX implementation in less than a month.

"Deploying the Lenovo ThinkAgile MX Certified Nodes was very straightforward, and the Lenovo team helped us to quickly resolve any issues that came up along the way," explains Trussardi. "We were able to install and configure the cluster in just two days, and then dedicated the remaining time to optimizing the supporting network infrastructure."

To help ensure that its IT infrastructure always runs smoothly, Furaco IT also engaged Lenovo to provide ongoing support in the unlikely event that its systems encounter unexpected downtime.

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"With Lenovo experts providing support for our entire infrastructure, we can keep our cloud services running smoothly around the clock."

Andrea Quetti
General Manager, Furaco IT

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Results

By embracing hybrid and public cloud capabilities with the Lenovo ThinkAgile MX platform and Microsoft Azure Stack HCI, Furaco IT can offer a much broader array of services to its clients.

"Evolving our IT infrastructure with Lenovo and Microsoft solutions has been a real game-changer for Furaco IT," says Quetti. "We now have the ability to integrate hybrid and public cloud services with our IaaS offerings, which helps to reduce the need for frequent and costly investments in our own IT infrastructure."

Moving to a single hyperconverged infrastructure has also delivered significant performance gains for Furaco IT.

"Clients that use our VDI services have noticed that their virtual applications are running much faster since we moved to the Lenovo ThinkAgile MX platform," comments Trussardi. "What's more, we can now provision and deploy new cloud environments for our clients 40% quicker than before, and by automating our billing processes with Acuutech MESH, we have significantly reduced our IT administration workloads. With the Lenovo ThinkAgile MX platform, we are much better placed to scale our operations and help more companies reap the rewards of cloud computing."

FURACO
IT MANAGING & CONSULTING

✓ **40% faster deployment of new environments, cutting time-to-market for new customers**

✓ **Simplifies billing processes, enhancing the customer experience**

✓ **Delivers rapid and cost-effective scalability, enabling future business expansion**

"As well as providing a strong foundation for our cloud services, the Lenovo ThinkAgile MX platform provides us with the flexibility and scalability we need to continue innovating and evolving our service offering in the years to come."

Andrea Quetti
General Manager, Furaco IT

What will you do with
Lenovo ThinkAgile MX solutions?

The Data-Centered deliver in-demand public, private, and hybrid cloud services with Lenovo smarter infrastructure solutions, powered by Microsoft.

Explore Lenovo ThinkAgile MX Solutions

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