

Powering business growth and streamlining distribution with a flexible as-a-Service solution.

How **Servimed** leverages Lenovo ThinkAgile VX hyperconverged solutions, powered by VMware vSAN® software and integrated by Lenovo TruScale™ Infrastructure Services, to simplify its IT infrastructure, unlocking new efficiencies and boosting productivity.

Lenovo Infrastructure Solutions
for The Data-Centered

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Background

Servimed is one of the largest distributors of pharmaceutical and consumer products in Brazil. The company employs more than 2,000 people, delivering over 28,000 orders per month through four large distribution centers.

Operating in eight Brazilian states, Servimed has grown consistently since it was founded in 1973 and now boasts a portfolio of more than 15,000 products. The company aims to build on its position as the strategic link between the manufacturing and retail sectors.

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Challenge

To enable its ambitious growth plans, Servimed is always looking for ways to streamline shipping and sales processes, and to boost efficiency. While preparing to upgrade to SAP HANA applications, the company recognized that its previous IT infrastructure was failing to keep up with the pace of change at Servimed, and represented an obstacle to innovation. The legacy IT solutions called for specialized support, increasing the company's IT costs and limiting agility.

Servimed decided to simplify and transform IT at the company. Never an enterprise to shy away from change, the company began exploring alternative IT consumption models.



“Our business depends on highly responsive SAP applications. To support our move to SAP HANA, we wanted the best underlying architecture to ensure we could use our new ERP capabilities to their full potential.”

Afonso Pelegrini
IT Manager, Servimed

Enter Lenovo TruScale: Leading-edge technology, delivered as-a-Service.

Servimed opted to become a pioneer among Brazilian companies, adopting Lenovo pay-as-you-go technology for hybrid cloud through Lenovo TruScale Infrastructure Services. By opting for Infrastructure-as-a-Service (IaaS) solutions, the company gets access to the latest technology without high upfront investments.

Servimed chose IaaS over a public cloud approach after careful consideration.

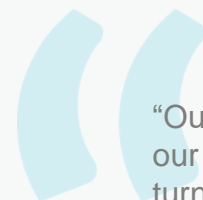
"Starting a new project in the public cloud is usually straightforward and offers known benefits," said Henrique Cardoso, Coordinator of IT Infrastructure and Security at Servimed. "However when we talk about an on-premises infrastructure migration with highly interconnected processes, the risks increase significantly compared to the benefits. It's like changing the wings of an airplane while flying! We did a technical and financial feasibility analysis of as-a-service models currently available, and for the same infrastructure we currently have with Lenovo's TruScale in a public cloud, we would pay three times the fee, and incur additional challenges with performance and control."



Matching resources to requirements.

Working with Lenovo Gold Partner Presentia Consultoria E Serviços and Lenovo, Servimed migrated to a hyperconverged cluster based on a Lenovo ThinkAgile VX hyperconverged infrastructure (HCI), powered by VMware vSAN® and VMware vSphere® software, and Lenovo ThinkSystem SR950 and SR650 servers running the SUSE Linux Enterprise Server operating system and VMware hypervisor—deployed on Lenovo TruScale Infrastructure Services. The company also successfully rolled out its new SAP HANA environment. Servimed now backs up data to the Lenovo cluster using Veeam solutions, replacing tape-based backups, increasing business resilience.

Soon after the implementation was complete, Servimed decided to scale up the infrastructure to meet growing business needs. Working with Lenovo TruScale Infrastructure Services, which includes everything from hardware design to implementation to service management, the company was able to expand its IT infrastructure quickly and non-disruptively, as well as accessing temporary resources for testing and development efforts.



“Our worry was that choosing HCI would limit our ability to scale. In fact, the opposite has turned out to be true. Working with Lenovo TruScale Infrastructure Services, we can precisely match resources to business requirements, so that we can act on business opportunities but don't pay for idle capacity.”

Henrique Cardoso

Coordinator of IT Infrastructure and Security,
Servimed



“As a distributor of pharmaceutical and consumer products, we had a huge responsibility to keep operations running throughout the COVID-19 pandemic. Lenovo TruScale Infrastructure Services guarantees round-the-clock availability. What’s more, 24/7 remote monitoring—which enables us to proactively predict and prevent issues across the infrastructure stack—meant that our employees did not have to come into the data center as often, helping to protect their health.”

Afonso Pelegrini
IT Manager, Servimed

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Results

Servimed is powering the next phase in its growth strategy with its new streamlined IT infrastructure based on Lenovo technology. With powerful IT foundations for its SAP HANA environment, the company has gained a single source of ERP information that enables flexibility to scale infrastructure based on business needs and supports more effective decision-making for the business.

By embracing an IaaS model, Servimed reduced the administrative burden on its IT team while boosting productivity across the company. Henrique Cardoso says: "With our legacy solution, it took eight hours to provision a virtual machine. Using VMware running on Lenovo, we can do it in just ten minutes. Before, we had to call in specialized staff to help with tasks like VM creation. Now, any member of our team can do it with ease. Engaging Lenovo TruScale has made our team more productive, effective, and focused on our core business."

To support its 24/7 distribution business, Servimed relies on the high availability and resilience of the Lenovo solutions to achieve business results. The predictable, OPEX pricing of the TruScale services helps the company plan for a bright future.



- ✓ **>98% reduction in VM creation times, accelerating innovation**
- ✓ **100% availability since implementation enables exceptional service continuity, contributing to the company's competitive edge**
- ✓ **Freed up 40% of the IT team's time to focus on more valuable tasks for the business, boosting productivity**



"Thanks to Lenovo, we benefit from proactive monitoring that has kept our environment running at 100% availability for over a year so far. We used to devote 40% of our IT team to checking systems—now they can work on more valuable tasks for the business instead."

Afonso Pelegrini
IT Manager, Servimed



“Revolutionizing our infrastructure with Lenovo has given us more scalability and agility to respond to demands. Technology is no longer a bottleneck, but a strategic powerhouse for the Servimed business.”

Afonso Pelegrini
IT Manager, Servimed

What will you do with Lenovo TruScale Infrastructure Services?

Learn more about how Lenovo TruScale Infrastructure Services can meet your growing infrastructure needs with a pay-for-what-you-use data center.

[Explore Lenovo TruScale Infrastructure Services](#)

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