



Delivering IT services with a difference, backed by a dependable partner.

How **Blue Sky Systems** refreshed its cloud platform with Lenovo ThinkSystem servers powered by AMD EPYC™ processors, helping the company deliver high-quality client services 24/7.

Lenovo Infrastructure Solutions
for The Data-Centered

Lenovo

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Background

Blue Sky Systems prides itself on delivering IT solutions like no other, offering a personal service that delivers complete peace of mind for clients, from initial procurement to service delivery to maintenance. Based in Leatherhead, England, the company operates across the UK, providing a wide and growing range of IT solutions—from on-premises to hybrid to fully managed cloud systems, architected to meet each client's specific needs.

With detailed technical knowledge and hands-on experience in networking, virtualization, storage, and cloud technology, some of the UK's largest companies trust Blue Sky Systems to keep their data safe, with bank-level security backed by ISO 27001 and G-Cloud (UK government-level security clearance) approval.

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Challenge

Technology is constantly evolving, and Blue Sky Systems is always looking for innovations that could help offer its clients enhanced service, reliability, cost-savings, and more.

Jonathan Bastin, CEO & CTO of Blue Sky Systems, begins: “We always try to supply our customers with the latest technology because it tends to last longer, perform better, and provide the best value for money. During our design discussions, we assess both the technology currently available on the market and on the horizon, ensuring that we don’t ever deploy solutions that will need to be replaced within the product lifecycle. It’s one of the reasons we have such a good relationship with our clients. But for this approach to work, we need the support of our technology vendors.”

When Blue Sky Systems found that its long-term hardware vendor was unable to deliver the high level of service that it had come to expect, the company began the search for a new partner.

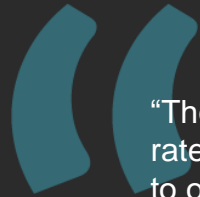
“The quality of our previous vendor’s hardware and support took a turn for the worse,” says Bastin. “For example, it would take several days to receive quotes for equipment orders. Then when the quotes finally arrived, they often contained errors. Getting hold of people to talk to when we ran into issues proved more and more difficult, so simple tasks became time-consuming and frustrating. We saw that continuing the partnership would put our own client relationships at risk—so we had to make a change.”

Why Lenovo and AMD? Partners to rely on.

The search led Blue Sky Systems to Lenovo and AMD. Impressed with the capabilities and specifications of the Lenovo ThinkSystem family of servers, many powered by AMD EPYC™ processors, the company was keen to evaluate the quality of Lenovo's services and support.

“Choosing a technology partner isn't just about whether the hardware works or not—it's about how easy the vendor relationship is to manage,” says Bastin. “This is important for any business, but especially for a managed service provider like us. The Lenovo team proved themselves to be communicative, proactive, and always willing to go the extra mile to help us achieve our goals. We felt like we would be in safe hands with Lenovo and AMD.”





“The build quality of Lenovo ThinkSystem servers is impressive. The general failure rate of consumer parts like fans and power supply components is very low compared to other vendors. It’s very rare that we experience any issues; the solutions are very reliable. We’ve got some Lenovo servers that are now more than five years old and they’re still going strong.”

Jonathan Bastin
CEO & CTO, Blue Sky Systems

Offering high performance at attractive prices with Lenovo and AMD technology.

Blue Sky Systems has replaced its entire server estate with Lenovo ThinkSystem servers, many of which are powered by AMD EPYC processors. The Lenovo ThinkSystem servers form the basis of Blue Sky Systems' cloud platform, enabling the company to offer a complete in-house service to its clients.

Bastin comments: "We design a tailored solution for each client based on their unique requirements. We often recommend Lenovo ThinkSystem servers powered by AMD EPYC processors based on their price/performance/power usage ratio. The smaller nanometer size of AMD CPUs delivers greater performance per watt, offering more compute density in a single chip. For clients who need to run compute-intensive workloads, such as a VDI farm, AMD EPYC processors offer exceptional performance at an excellent price."



"We're continuously expanding and upgrading our cloud platform to accommodate growing client demand. We know we can rely on Lenovo to deliver the hardware we need, when we need it."

Jonathan Bastin
CEO & CTO, Blue Sky Systems

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Results

Through its partnership with Lenovo and AMD, Blue Sky Systems has access to an extensive data center infrastructure portfolio and, crucially, dependable support services.

“The difference between working with Lenovo and working with our previous hardware vendor is like night and day,” says Bastin. “We receive quotes in two to three hours, not two to three days. The Lenovo team check in with us regularly and if we run into a problem or have a question, they’re just a phone call away.”

He adds: “Lenovo takes the time and makes the effort to help us get things done, which in turn helps us deliver better results for our clients. For example, the team recently worked on a custom configuration that would enable us to take advantage of a new GPU that hadn’t officially gone to market yet. This helped us to win a deal and solve a client’s pain point.”

Looking ahead, Blue Sky Systems is confident that its partnership with Lenovo and AMD will help the company to deliver exceptional services to its clients for years to come.

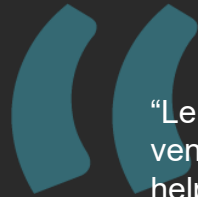


✓ 2-3 hours to receive quotes

✓ Responsive support services

✓ Reliable hardware with low failure rates

✓ Excellent price/performance/power usage ratio with AMD EPYC processors



“Lenovo is the ideal partner for a managed service provider like us. Unlike other vendors we’ve worked with in the past, Lenovo is prepared to put in the work to help us succeed.”

Jonathan Bastin
CEO & CTO, Blue Sky Systems

What will you do with Lenovo smarter infrastructure solutions?

The Data-Centered deliver responsive services to clients with
Lenovo smarter infrastructure solutions, powered by AMD.

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