



NUTANIX™

# Powering mission-critical services for organizations across Brazil with a hyperconverged hosting infrastructure.

How **Com4 Data Center** refreshed its hosting infrastructure with **Lenovo ThinkAgile HX Series** powered by **Nutanix AHV**, boosting the availability, performance, and scalability of client services.

Lenovo Infrastructure Solutions  
for The Data-Centered

Lenovo

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## Background

Founded in 1998, IT service provider Com4 Data Center operates one of the largest data centers in São Paulo, Brazil, which spans an area of over 1,250m<sup>2</sup>. Committed to creating a safer, greener future, the company built its data center with environmental sustainability and security in mind. Supporting organizations across São Paulo and beyond, Com4 Data Center delivers a broad range of cloud computing, infrastructure hosting, colocation, and networking services.

With many organizations seeing their data volumes skyrocket, demand for cost-effective, reliable, and flexible data center services is on the rise—providing Com4 Data Center with fresh opportunities to increase its market share.


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## Challenge

Com4 Data Center supports a wide variety of organizations—from retailers to hospitals—and must ensure that the infrastructure underpinning their business operations runs smoothly around the clock. It is essential that Com4 Data Center delivers 24/7 reliability, strong performance, and excellent scalability.

Paulo Henrique Ferreira, CEO of Com4 Data Center, explains: “Many of our customers’ business models, especially the hospitals we support, simply cannot accept any disruption to their operations. Any downtime can have serious consequences for patients and end customers. We take the responsibilities that come with serving our clients incredibly seriously, and are constantly on the lookout for ways to improve our services.”

With some of its hosting infrastructure scheduled to be sunset and hypervisor licenses due for renewal, Com4 Data Center seized the opportunity to refresh its technology stack to boost the availability, performance, and security of its services.



“Our clients rely on us to keep their IT operations running smoothly around the clock. To deliver ultra-reliable service to our clients, we need a high-availability, high-performance, highly scalable hosting infrastructure.”

**Paulo Henrique Ferreira**  
CEO, Com4 Data Center



## Why Lenovo? World-class reliability.

Com4 Data Center decided to refresh its hosting platform with a hyperconverged solution (HCI) based on Lenovo ThinkAgile HX appliances with Nutanix.

“To find the right solution for our needs, we considered all of the leading HCI vendors highlighted in Gartner’s magic quadrant—and it was clear that Nutanix offerings came out on top,” recalls Paulo Henrique Ferreira. “The combination of Lenovo ThinkAgile HX appliances and the Nutanix AHV virtualization software, we could see that the combined power of both technologies would deliver strong performance and excellent flexibility, while also simplifying system management.”

He adds: “Knowing that Lenovo has a local presence in São Paulo was an added plus, too. We knew that we would be able to rely on Lenovo to provide rapid, responsive service if we were ever to experience any issues. We haven’t required this kind of support so far, which proves just how reliable Lenovo hardware is.”



“With the Lenovo Brazil offices a short distance from our headquarters in São Paulo, we can rest assured that Lenovo will be able to deliver hands-on support fast.”

**Paulo Henrique Ferreira**  
CEO, Com4 Data Center

## Highly flexible HCI.

Com4 Data Center initially deployed four Lenovo ThinkAgile HX 5000 Series appliances, configured as a single software-defined cluster. The company has since expanded the cluster with five additional nodes.

Today, the Lenovo ThinkAgile HX platform supports more than 150 virtual machines, running Apache Tomcat and NGINX web servers, SQL servers, Active Directory domain controllers, Microsoft and Bind DNS servers, and DevOps environments.

Paulo Henrique Ferreira comments: “The Lenovo team went the extra mile during the implementation to ensure that we configured the HCI cluster correctly to deliver maximum performance for client services.”



“Lenovo was always available to answer any questions we had during the implementation, helping us to get the HCI cluster up and running with the optimum configuration quickly.”

**Paulo Henrique Ferreira**  
CEO, Com4 Data Center

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## Results

Backed by Lenovo and Nutanix HCI technology, Com4 Data Center can provide clients with more reliable, high-performance hosting services with greater agility.

“With the Lenovo ThinkAgile HX and Nutanix solution, we can spin up new virtual machines in just a few clicks—much faster and more easily than before. The Nutanix Prism tool makes managing compute and storage resources simple, and helps us ensure that data is stored in accordance with the correct regulatory requirements.”

He adds: “Data recovery is much faster too; it takes just a couple of minutes to recover a virtual machine. We’ve also found that data compression and duplication in Nutanix is much more efficient, enabling us to make significant disk space savings. Backups are now up to 15 times smaller in size, optimizing our usage of IT resources.”

By embracing the built-in automation features of the Lenovo ThinkAgile HX and Nutanix solution, Com4 Data Center has simplified overall system management—helping the company to free up IT staff to focus more time on innovation and delivering excellent client service.



✓ 12% reduction in time taken to provision virtual machines

✓ 15x reduction in the size of backups

✓ 50% smaller physical footprint

✓ 63% lower energy spend



“We can host more client environments with a 50% smaller footprint and 63% lower energy spend with the Lenovo ThinkAgile HX platform. This helps reduce the overall cost our operations while also boosting the environmental sustainability of our business. We look forward to continuing our work with Lenovo and Nutanix as we develop new services and welcome more clients to Com4 Data Center.”

**Paulo Henrique Ferreira**  
CEO, Com4 Data Center





“Refreshing our hosting infrastructure with the Lenovo ThinkAgile HX platform has put us in a much better position to grow our business and seize the opportunities of tomorrow.”

**Paulo Henrique Ferreira**  
CEO, Com4 Data Center]

## What will you do with Lenovo software-defined infrastructure solutions?

The Data-Centered host more client environments with a smaller footprint and lower energy spend with Lenovo smarter infrastructure solutions, powered by Nutanix.

[Explore Lenovo Software-Defined Infrastructure Solutions](#)



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