

# Powering business agility with hyperconverged infrastructure.

How **Electro Sur Este S.A.A.** overhauled IT operations with Lenovo ThinkAgile HX Series, powered by Nutanix Cloud Platform, enabling the company to respond faster and more flexibly to changing business requirements.

Lenovo Infrastructure Solutions  
for The Data-Centered

1

## Background

Utilities company Electro Sur Este S.A.A. has been providing electricity to the people of southeastern Peru for more than 35 years. The company generates and distributes electricity to 600,000 customers in the regions of Apurimac, Ayacucho, Cusco, and Madre de Dios.

2

## Challenge

Peru's energy market is changing fast, and digital systems are becoming more and more important—from running the electricity network infrastructure to delivering front-line customer services. Committed to improving the quality and efficiency of all its services, Electro Sur Este aims to react fast to emerging industry imperatives and consumer expectations. However, the company's existing approach to IT service delivery was putting the brakes on innovation.

Jorge Cuenca Bejar, Infrastructure and Security Supervisor at Electro Sur Este, takes up the story: "Our previous IT infrastructure was based on a traditional three-tier architecture, which was difficult and time-consuming to scale. In the past, if we decided to add a new service, we often had to procure a new physical server. As a state-owned company, this involved a lengthy tender process, so it could take weeks or even months to stand up new equipment."

## Why Lenovo and Nutanix? Cloud-like agility on-premises.

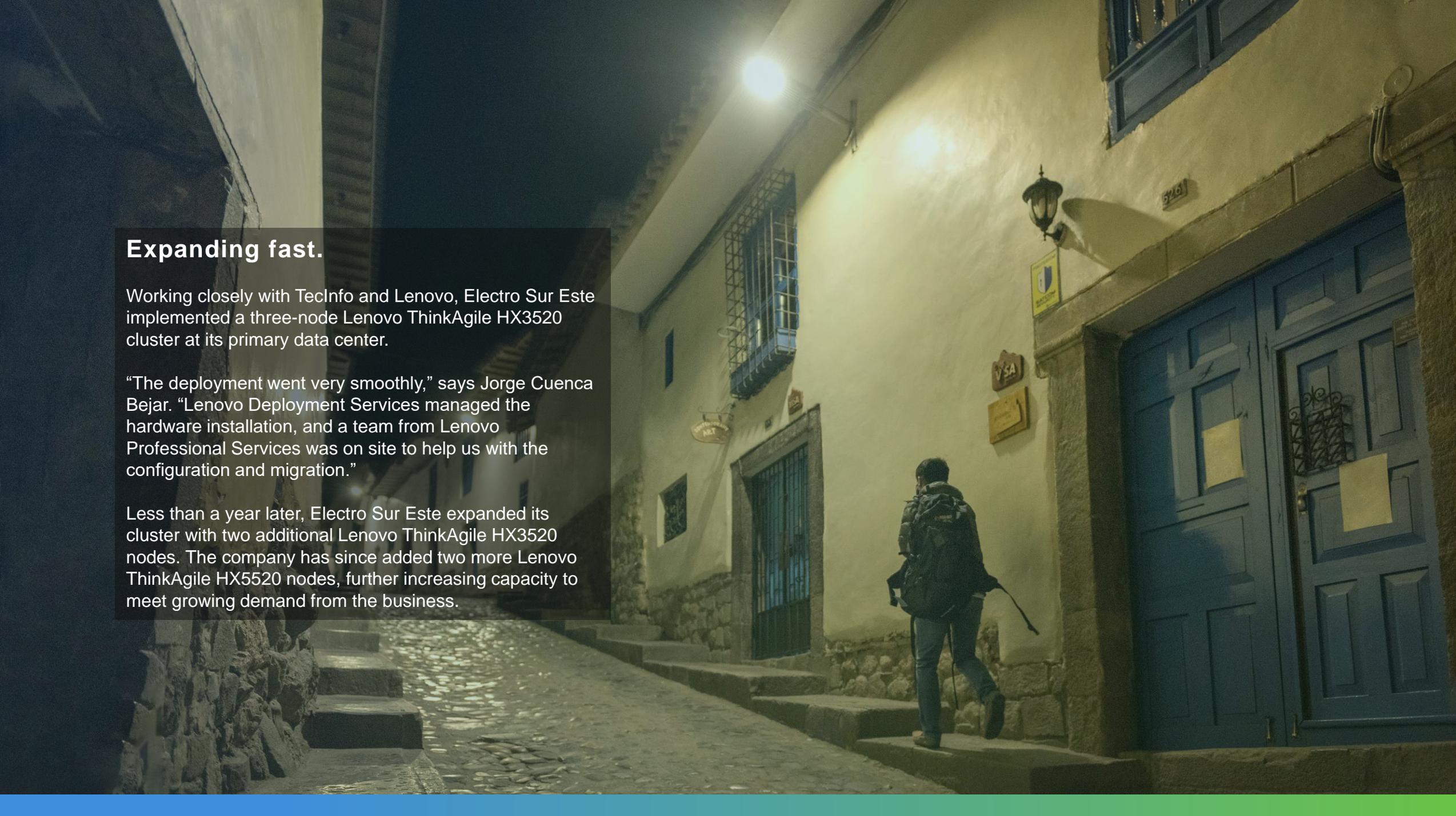
To respond more rapidly to the needs of the business, Electro Sur Este chose to replace its three-tier data center architecture with a hyperconverged infrastructure (HCI) from Lenovo and Nutanix.

“We initially looked at moving IT operations to the cloud, but security concerns and cost were barriers to entry for us,” recalls Jorge Cuenca Bejar. “We wanted to maintain complete control of our infrastructure, so we looked for an on-premises solution. That is when we were introduced to HCI, which offered the easy flexibility and scalability of cloud in our own data center.”

Supported by long-term technology partner TecInfo, Electro Sur Este evaluated HCI solutions from several vendors before selecting the Lenovo ThinkAgile HX Series.

“Nutanix is a leader in the HCI space, and we were very impressed by the advanced capabilities of the Nutanix Cloud Platform,” says Jorge Cuenca Bejar. “Lenovo was an easy choice for the underlying hardware. We know Lenovo servers to be robust and reliable, and the Lenovo ThinkAgile HX Series is specifically designed and validated for Nutanix.”

A visit to the Lenovo Executive Briefing Center in Raleigh, NC, helped to seal the deal for Electro Sur Este, as Jorge Cuenca Bejar explains: “Seeing the solution in person, speaking to the experts, and learning more about HCI was an eye-opening experience and convinced us that Lenovo ThinkAgile HX Series was the right fit for our needs.”

A person with a large backpack is walking up a cobblestone street at night. The street is illuminated by streetlights, and the buildings are white with blue accents. The person is wearing a dark jacket and blue jeans. The street is narrow and appears to be in a historic town. The person is walking towards the right side of the frame, up a set of steps. The background shows a building with a blue door and a window with a metal grille. The overall atmosphere is quiet and historic.

## Expanding fast.

Working closely with TecInfo and Lenovo, Electro Sur Este implemented a three-node Lenovo ThinkAgile HX3520 cluster at its primary data center.

“The deployment went very smoothly,” says Jorge Cuenca Bejar. “Lenovo Deployment Services managed the hardware installation, and a team from Lenovo Professional Services was on site to help us with the configuration and migration.”

Less than a year later, Electro Sur Este expanded its cluster with two additional Lenovo ThinkAgile HX3520 nodes. The company has since added two more Lenovo ThinkAgile HX5520 nodes, further increasing capacity to meet growing demand from the business.

3

## Results

Today, the Lenovo ThinkAgile HX platform hosts the majority of Electro Sur Este's most critical business systems, as well as its test and development environments.

Compute, storage, and networking resources are virtualized with Nutanix AHV and pooled across all seven nodes, and managed via a single pane of glass with Nutanix Prism. The Lenovo ThinkAgile HX cluster currently supports more than 100 virtual machines and counting.

Mijhael Gamarra Morveli, Network and Infrastructure Administrator at Electro Sur Este, comments: "With the Lenovo ThinkAgile HX platform, we can provision resources much faster and more easily than before. It now takes just 30 minutes to spin up a new virtual machine."

Jorge Cuenca Bejar confirms: "In the past, we often had to purchase new servers to deploy a new service or application. Now, instead of spending weeks or months managing the procurement, delivery, installation, and configuration of new equipment, we can spin up a new environment in a matter of minutes. This will help us to react faster and more flexibly to evolving business needs, market trends, and customer expectations."



- ✓ Greater agility and flexibility
- ✓ Faster provisioning—just 30 minutes to spin up a new environment
- ✓ Single point of control
- ✓ Easy scalability



“HCI from Lenovo and Nutanix gives us the flexibility to respond to new demands from the business in a much more agile manner.”

**Jorge Cuenca Bejar**

Infrastructure and Security Supervisor, Electro Sur Este S.A.A.

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

The Data-Centered can respond rapidly to business needs with Lenovo smarter infrastructure solutions, powered by Nutanix.

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



Lenovo and the Lenovo logo are trademarks or registered trademarks of Lenovo.

Nutanix and the Nutanix logo are trademarks of Nutanix, Inc., registered or pending registration in the United States and other countries.

Other company, product and service names may be trademarks or service marks of others.

© Lenovo 2021. All rights reserved.