

Modernizing IT to capture new business opportunities.

How **Fuchs+Partner** laid the foundations for further business expansion with a hyperconverged solution based on Lenovo ThinkSystem servers and Scale Computing HyperCore Software (HC3).

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Background

Fuchs+Partner is a construction company, property developer, and landlord based in Kleinmachnow, near Berlin in Germany. To date, Fuchs+Partner has built 760 houses and flats for sale and rent mainly across the Berlin-Brandenburg region. With a mission to provide a stress-free experience, the company focuses on quality living spaces and premium customer service.

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Challenge

In recent years, Fuchs+Partner has expanded rapidly. Digital processes are key to managing the growing volume of work efficiently.


“We are expanding into new business areas, including maintenance and facility management, while also taking on larger multi-story construction projects,” says Florian Fuchs, CEO at Fuchs+Partner. “We gained our 90 newest customers about three-times faster than the previous 90 customers, which put the company under pressure to boost efficiency. Delivering high-quality services for up to 60 flats per apartment building requires sophisticated management processes. It’s crucial that we can drive these processes effectively without sending our operational costs soaring—and our digital systems are a key enabler of that goal.”

The company’s fragmented server landscape no longer provided the level of performance to support the growing business. Systems sourced from multiple vendors, some without active support contracts, posed a risk. Furthermore, Fuchs+Partner recognized that a low level of virtualization and automation was limiting its digital transformation ambitions. And without flexible and fast disaster recovery capabilities, hardware failure could harm productivity, requiring slow and costly fixes.



“We worked with pk systems to modernize our IT platform as a foundation for the next step of our digital transformation. The Lenovo and Scale Computing solution powers our new digital process automation tool, JobRouter, to visualize and automate complex workflows. With the right infrastructure and process management, we can increase staff productivity, and enhance decision-making by enabling timely access to project data.”

Florian Fuchs,
CEO, Fuchs+Partner



Why Lenovo? Flexibility, automation, and cost-efficiency driving digitization.

In Lenovo and Lenovo's value-added partner pk systems GmbH, Fuchs+Partner found an innovative partner to consolidate its fragmented IT and digitize its business processes. pk systems is a growing IT consulting and services company based in Berlin, Germany. As a medium-sized business, pk systems knows from experience what customers need and uses its expertise to plan, deploy, and operate solid and future-proof IT solutions for its customers.

Working together with Lenovo and Scale Computing, pk systems harmonized and simplified the IT at Fuchs+Partner by deploying a hyperconverged infrastructure (HCI) based on Scale Computing HyperCore Software (HC3) running on Lenovo ThinkSystem SR630 servers. "We quickly saw the benefits of HCI," says Florian Fuchs. "This approach allows us to run all mission-critical workloads on a single, easy-to-manage, extensible platform."

Scale Computing HC3 is a complete, multi-node cluster solution for operating high-availability IT services including virtualization, rapid disaster recovery, and flexible backup capabilities. The platform supports fault-tolerant operations with automated failover processes across cluster nodes to maximize availability without manual administration overhead.

The Lenovo and Scale Computing HC3 implementation is managed by pk systems. Built-in functionality like the Lenovo XClarity Controller helps pk systems to simplify and automate systems management to provide a smooth and cost-efficient service to Fuchs+Partner.

The company relies on pk systems, Lenovo, and Scale Computing to run all mission-critical IT services, including Microsoft Windows Server systems for file storage and communications as well as virtual desktops using Microsoft Windows Remote Desktop Services.

Building the partnership on a strong foundation

Today, Fuchs+Partner benefits from a highly reliable HCI without any hidden costs. “The Lenovo servers with Scale Computing HC3 are all managed by pk systems, which is the perfect solution for us,” confirms Florian Fuchs. “We get server, storage, networking, and virtualization from a single partner, streamlining operations and support. The platform provides enterprise-grade performance and reliability at an accessible price-point, ideally suited for a small company like us.”

Lenovo’s value-added partner pk systems planned and executed the migration of all IT services together with Fuchs+Partner. The company switched to the new solution without interruptions to the business. “Right from the outset, pk systems was very professional, providing honest consulting, expert advice, and outstanding support,” remarks Florian Fuchs.



“I never thought an IT implementation could be so smooth. Our experience confirmed that we made the right choice. When we build a new home, our customers need to trust us. The same way we had to trust pk systems, Lenovo, and Scale Computing—and were rewarded for our trust.”

Florian Fuchs,
CEO, Fuchs+Partner

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Results

To focus on running its business, Fuchs+Partner engaged pk systems to provide a full-service solution including operations, maintenance, and support. Thanks to the low administration and systems management overhead of the Lenovo servers with Scale Computing HC3, pk systems offers Fuchs+Partner an attractive flat-fee model.

“By deploying the Lenovo and Scale Computing solution together with pk systems, we substantially reduced the risk of outages,” states Florian Fuchs. “The built-in hot-spare capability allows us to replace components during production operations. Using the snapshot feature, we can recover rapidly, and roll back applications and virtual servers after upgrades within seconds, should we experience any issues.”

By leveraging the Lenovo and Scale Computing solution to run virtual desktops for its staff, Fuchs+Partner is making it seamless for employees to work from home. When employees shifted to remote working in response to the COVID-19 pandemic, the business continued with little interruption. “In the past, I felt that working from home always needed too much adjustment to a different desktop setup and configuration,” says Florian Fuchs. “With virtual desktops, I have the same environment everywhere, ensuring a productive and seamless experience whether I am in the office, in our exhibition homes or in the home office.”

He concludes: “Thanks to pk systems, Lenovo and Scale Computing, we have successfully consolidated our IT environment. We now run our mission-critical systems on a modular, flexibly scalable, future-ready and energy-efficient platform. With pk systems taking care of operations, we can focus on our core competencies, taking advantage of new business opportunities and driving digital innovation.”



“For Fuchs+Partner, IT has proven to be a powerful enabler for change. For example, we worked with pk systems to digitize our processes, enabling deep insights into business performance that helps us to optimize business processes and accelerate projects. It was a very good decision to invest the HCI solution from Lenovo and Scale Computing, which serves as the foundation for our growing business.”

Florian Fuchs,
CEO, Fuchs+Partner

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