# Helping clients achieve their business objectives

### 365 IT

Thanks to its Lenovo TruScale Infrastructure as a Service solution, 365 IT is released from low-level administration and can focus on helping its clients innovate and solve their business challenges.

Lenovo

**1**

# Who is 365 IT

365 IT is an IT managed services provider and software vendor offering a full range of services across hosting, hardware, managed services, backup/recovery, cybersecurity, remote-working solutions, and more. Based in northern France, the company aims to be the single point of contact for all its clients' IT requirements. As technology evolves, 365 IT helps its clients stay ahead of the curve through its expertise and innovation.

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# The
# Challenge

As a small, fast-growing business, 365 IT always wants to focus on adding value to its clients rather than on managing its infrastructure. It had adopted Scale Computing Platform—a hyperconvergence technology that combines servers, storage, hypervisor, and backup/DR into a single appliance—to simplify management. However, the hardware running its Scale Computing environment was approaching the end of its service life.

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**"To keep our clients' hosted systems in optimal condition, we wanted to refresh our Scale Computing landscape. At the same time, we wanted to optimize our expenditure so that we could free up funds to invest in innovative client services rather than in hardware. Ideally, we wanted a model in which the vendor would provide the infrastructure to us as a service, backed by 24/7 monitoring services."**

**Frédéric Masson**
CEO, 365 IT

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"For 365 IT, Lenovo TruScale was attractive because of the end-to-end 24/7 support from Lenovo. The Lenovo team works with Scale Computing to keep the platform running, so that my teams can focus on serving clients. The high quality of support from Lenovo also means that we can reassure our clients that their systems will keep working around the clock."

**Frédéric Masson**
CEO, 365 IT

# High-quality solution

Working with Lenovo partner TD Synnex, 365 IT chose a Lenovo TruScale Infrastructure as a Service (IaaS) solution: a four-node Scale Computing Platform cluster based on Lenovo ThinkSystem SR630 servers, hosted and managed by Lenovo.

"Our previous hardware for Scale Computing suffered three or four major issues during our five years of ownership," says Frédéric Masson. "We even had to replace the entire chassis at one point. By contrast, we have IBM and Lenovo x86 servers that have not had a single significant failure in more than ten years. The quality of the Lenovo hardware is reassuring for us and for our clients."

## Services
Lenovo TruScale Infrastructure as a Service

- Advisory, Design, and Implementation
- Managed Services
- Dedicated Customer Success Manager
- Continuous Monitoring, Health Checks, and Updates

## Hardware
Lenovo ThinkSystem SR630

## Software
Scale Computing Platform

# Personalized cloud services

Choosing Lenovo TruScale IaaS has given 365 IT a fully managed infrastructure that can be quickly and easily expanded as demand from clients increases. While the variable pay-as-you-consume model is more typical for TruScale, Lenovo had the flexibility to offer 365 IT its preferred approach of a fixed monthly fee over the duration of the contract.

"Lenovo TruScale IaaS gives 365 IT a private cloud in France—which is important for clients that manage personal data—backed by the scale and expertise of Lenovo," says Frédéric Masson. "We often have prospects who ask us about migrating to one of the big public clouds, and we can show them that we offer the same or better service levels on this Lenovo private cloud but with much greater personalization and responsiveness."

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"365 IT is continuing to grow fast, because many businesses want an IT partner that will accompany them on their journey, and that's just not a level of service you can get from the global hyperscale clouds. With TruScale, Lenovo provides the computing infrastructure to us as a service so that we can focus all our attention on innovating for our clients and supporting their business development."

**Frédéric Masson**
CEO, 365 IT

**3**

# Results

Lenovo TruScale IaaS gives 365 IT a robust platform to support its clients' business systems. From the point of view of those clients, the solution provides access to true enterprise-class IT infrastructure at flexible, consumption-based pricing. Rather than investing in their own hardware—and facing the challenges of managing and maintaining it—clients can move their systems to 365 IT's private cloud and enjoy 24/7 expert support. This is also a more efficient and sustainable model overall, since clients are no longer deploying, powering and cooling their own hardware. And for 365 IT, Lenovo TruScale means zero concerns about IT infrastructure and 100% focus on solving clients' business and technology challenges.

✓ **Ultra-reliable and scalable infrastructure**

✓ **All data remains in France**

✓ **Expert support and maintenance**

# True
## flexibility

With Lenovo TruScale IaaS, 365 IT has a range of options for hosting its clients' systems. Clients can engage directly with Lenovo to access dedicated hardware, then work with 365 IT to manage the systems running on it. For smaller requirements, clients may prefer to run on virtual servers in 365 IT's mutualized environment; each solution is tailored to the relevant client's precise needs.

"The quality of support and accompaniment from both Lenovo and our partner TD Synnex is a real value-add," says Frédéric Masson. "They do everything necessary on a daily basis to bring us what we need in terms of advice, marketing support, technical support, and so on. And that level of support is also reassuring for clients. Companies who host their systems with 365 IT on our TruScale infrastructure benefit from the responsive end-to-end services we can build around their environment."

> "With Lenovo TruScale IaaS, 365 IT can focus on delivering our end-to-end services to clients without worrying about the underlying IT infrastructure. For our clients, this means continuous access to our expertise in solving their business and technology challenges."

**Frédéric Masson**
CEO, 365 IT

# Why Lenovo?

"I'm an electronics specialist by training," says Frédéric Masson. "When I open up a Lenovo server, the build quality is very easy to see—it's a world away from many other x86 vendors. The reason I'm loyal to the Lenovo brand is the added value around it, the whole ecosystem of advice and support. We really feel that we work in a partnership with Lenovo, and the ultimate beneficiaries are our joint clients."

# How can smaller technology providers maximize their impact on clients' businesses?

Working with Lenovo and TD Synnex, 365 IT deployed a private cloud based on Lenovo TruScale Infrastructure as a Service, backed by round-the-clock support from Lenovo.

**Explore Lenovo TruScale IaaS**

Lenovo