

Retail | Kyrgyzstan

Gearing up for growth with a super-scalable HCI

Asia Retail

Expanding rapidly, Asia Retail overhauled its outdated and decentralized IT with a hyperconverged infrastructure (HCI) based on Lenovo ThinkAgile VX Series, boosting scalability, availability, and performance.



Lenovo

1

Customer background

Who is Asia Retail?

Asia Retail is a leading hypermarket chain in Kyrgyzstan, renowned for its extensive product range and comprehensive retail network. The company operates dozens of stores under the 'Asia' and 'Azbuka' brands, employing more than 2,500 people. To enhance customer convenience, Asia Retail invests in its own production facilities and digital services—including an online store, a mobile app, and home delivery services.

Asia Retail is part of a group of companies that includes a commercial bank, shopping mall operators, a payment system provider, and a software development company.



2 The challenge

Since its foundation in 2011, Asia Retail has opened more than 70 stores across Kyrgyzstan. The company is growing fast and has ambitious plans to further expand its network of stores in the coming years. Recognizing that technology will play a critical role in supporting this expansion, Asia Retail looked to modernize its decentralized IT infrastructure.

Previously, the company used IT equipment from different vendors for each of its retail locations, including servers and desktop PCs depending on the size of the store. Without a unified overview of IT operations, management and maintenance were difficult, leading to inefficiencies and security vulnerabilities.

2 The challenge

As Asia Retail continued to expand, the decentralized model was becoming increasingly unsustainable. The company decided to build a centralized IT environment that could efficiently manage its growing operations while reducing costs and improving security.

“Our decentralized infrastructure was a real mix of technologies, most of which were purchased second hand and outdated. The time had come to centralize, standardize, and modernize our IT.”

Ulantbek Bakirov

CIO, Asia Retail

3 The solution

Moving to HCI

To unify and simplify IT operations, Asia Retail moved all its critical business systems to a HCI based on four Lenovo ThinkAgile VX650 V3 Integrated Systems, powered by VMware vSphere and vSAN virtualization technology.

By taking advantage of VMware vSAN Express Storage Architecture (ESA), Asia Retail can harness the full potential of the NVMe drives in the Lenovo ThinkAgile VX650 V3 Integrated Systems. This enables higher levels of performance, scalability, and reliability.

Hardware

Lenovo ThinkAgile VX650
V3 Integrated Systems

Software

Lenovo XClarity Administrator
Lenovo XClarity Integrator for
VMware vCenter
VMware vSphere Enterprise Plus
VMware vCenter Standard
VMware vSAN Express Storage
Architecture (ESA) Advanced

Services

Lenovo Premier Support Next
Business Day Response + Keep
Your Drive (KYD)
Lenovo Professional Services -
ThinkAgile VX Series Onsite
Deployment

3 The solution

Asia Retail's IT team worked closely with Lenovo Professional Services to deploy the new environment at a local colocation facility and migrate workloads to the HCI platform. The collaboration ensured a seamless transition with zero downtime—a critical requirement for retail operations.

3 The solution

**Simple,
scalable,
centralized**

The Lenovo HCI solution enables Asia Retail to orchestrate all compute, storage, and networking resources from a single pane of glass.

“With Lenovo ThinkAgile VX Series, we have consolidated dozens of disparate servers across our store network to a single software-defined cluster, dramatically simplifying IT operations,” says Ulantbek Bakirov, CIO at Asia Retail.

3 The solution

With Lenovo XClarity Integrator for VMware vCenter, Asia Retail can manage both physical and virtual resources via a single pane of glass. The company also uses Lenovo XClarity Administrator centralize management and automate monitoring and updates, ensuring maximum availability and reducing the risk of downtime.

And should Asia Retail ever run into any problems, the company has peace of mind that the HCI platform is backed by Lenovo Premier Support, which guarantees 24/7 technical support and prompt resolution of issues.

4 The results

The move from outdated, decentralized technology to a HCI solution powered by Lenovo ThinkAgile VX Series is a huge step up for Asia Retail. The company has seen a significant improvement in availability and performance while management and maintenance have become much simpler.



Seamless scalability



Simple management



Superior support

4

The results

The IT team now has far greater visibility and control over operations, enhancing data protection and reducing the risk of cyber threats. The streamlined infrastructure frees up the IT team to focus on strategic projects, such as integrating new technologies and supporting business growth, rather than routine maintenance.

Crucially, Lenovo ThinkAgile VX Series gives Asia Retail the ability to scale resources quickly and efficiently, helping the company to accommodate future business growth.

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“The simplicity and scalability of the Lenovo ThinkAgile VX Series solution makes it the ideal foundation to support our continued growth and the expansion of our store network.”

Ulantbek Bakirov

CIO, Asia Retail

Why Lenovo?

Prior to the vendor selection process, the IT team at Asia Retail had already decided that HCI was the optimal approach. After evaluating several HCI solutions, the company selected Lenovo ThinkAgile VX Series based on its superior cost-effectiveness and technical features.

“Lenovo ThinkAgile VX Series offered the best total cost of ownership, and we were eager to stay in the VMware ecosystem to streamline the transition to the new hardware platform,” recalls Bakirov.

Asia Retail was also impressed by Lenovo’s service offering, opting to take advantage of Lenovo Professional Services to support the deployment and migration. The Lenovo team provided on-site support during the implementation, along with full documentation and training—empowering Asia Retail’s team to manage the infrastructure independently.

How can retailers scale IT operations in line with store expansion?

Asia Retail overhauled its IT with a centralized Lenovo HCI solution, enabling easy scalability and management.

[Explore Lenovo ThinkAgile VX Series](#)