

Technology | South Korea

NetCore Tech signs exclusive OEM partnership with Lenovo

NetCore Tech

Korean software vendor NetCore Tech partners with Lenovo to bring all-in-one security appliances—based on Lenovo ThinkSystem servers—to public sector institutions, targeting significant business growth.



Lenovo

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Customer background

Who is NetCore Tech?

Established in 2003, NetCore Tech is an independent software vendor (ISV) based in Seoul. It delivers end-to-end security and networking solutions to more than 500 customers across South Korea, offering all-in-one appliances that combine NetCore software with enterprise-grade hardware. Its security monitoring solution has a large market share, particularly among public sector organizations.



2 The challenge

South Korea's Ministry of SMEs and Startups recently ruled that all government and public institutions must purchase products through a competitive bidding process in which only SMEs may participate. For NetCore Tech, this represents a huge opportunity.

Changsoo Lee, Sales Director at NetCore Tech, explains: "The mid-range competitive market for public sector infrastructure is expected to grow from 50 billion won [US\$37.5 million] to 150 billion won [US\$112.5 million] in 2025. Our goal is to achieve the dominant market share in this segment."

2 The challenge

Previously, NetCore Tech worked with a range of original equipment manufacturers (OEMs) to bring its solutions to market. Now, to ensure consistent system reliability and stability, the company looked to standardize with a single vendor's technology.

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“Lenovo has been **one of our most trusted OEM manufacturers** for many years, and we’ve always been so impressed by the **reliability and stability** of the ThinkSystem technology. Lenovo was the **clear choice** to be our exclusive hardware vendor moving forward.”

Changsoo Lee

Sales Director, NetCore Tech

3 The solution

Taking the partnership to new heights

NetCore Tech selected Lenovo as its dedicated OEM manufacturer, setting a goal to supply Lenovo ThinkSystem-based appliances to its 500 existing customers and all net-new customers moving forward.

Through the OEM partnership, Lenovo provides pre-configured Lenovo ThinkSystem servers. NetCore Tech bundles the Lenovo servers with its security monitoring software to form an all-in-one appliance, offered as a comprehensive solution to customers.

Hardware

Lenovo ThinkSystem servers

Services

Lenovo OEM Solutions including factory services, logistics, service, and support
Lenovo Premier Support

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“Lenovo ThinkSystem servers provide **high performance** to process large volumes of data, and **round-the-clock availability** to support 24-hour security monitoring. Feedback from customers who have adopted Lenovo-based appliances has been very positive.”

Changsoo Lee,

Sales Director, NetCore Tech

4 The results

With Lenovo as its exclusive OEM partner, NetCore Tech has both the technology and support it needs to take its business to the next level and grow its market share.

Lee comments: “The build quality of the Lenovo ThinkSystem servers is a huge step up from the white-box hardware we used in the past, increasing the reliability of our appliances. Lead times are shorter, and there has been significant improvement in maintenance and technical support too.”



30% faster
time to market



30% increase
in productivity



20% faster system
response time

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“With Lenovo by our side, we feel confident that we will **win more business and expand our market share**. Together, we can deliver high-quality security appliances that public sector institutions can rely on.”

Changsoo Lee

Sales Director, NetCore Tech

Why Lenovo?

NetCore Tech's decision to make Lenovo its exclusive OEM partner was based on many years of positive experience working together.

Lee elaborates: "Lenovo technology has always proven to be extremely reliable. But it was the impeccable support and service that convinced us to partner exclusively with Lenovo. They provided valuable insights into the public sector market, helping us to develop strategies, prioritize business initiatives, and organize action items. Lenovo has also provided lots of practical support to help us seize business opportunities, such as introductions to customers and systems integrator partners."

How can software vendors deliver end-to-end solutions for customers?

Partnering with Lenovo, NetCore Tech can deliver all-in-one security appliances based on reliable Lenovo ThinkSystem servers.

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