

Software

Shaping safer, more efficient railways

Beijing Jingtianwei Technology
Development Co., Ltd.

Specialist software company Beijing Jingtianwei Technology Development Co., Ltd. boosts the availability and performance of its safety-critical rail solutions with Lenovo ThinkSystem servers and storage.



Lenovo

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Who is Beijing Jingtianwei Technology Development Co., Ltd.?

Founded in 1998, Beijing Jingtianwei Technology Development Co., Ltd. develops and delivers innovative digital solutions for China's rail industry, including automated systems for railcar management, fault detection, and safety inspection. With more than two decades of experience, the company has not only set an industry benchmark in the field of safety inspection technology for railway rolling stock, but also participated in the creation of a number of rail industry standards.

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The Challenge

Over the years, rail groups across China have leveraged solutions from Beijing Jingtianwei Technology Development Co., Ltd. to enhance the safety and efficiency of their operations. And because the company's solutions underpin safety-critical rail processes, it is essential that they are available 24/7.

“Our offering includes real-time machine vision solutions that constantly scan rail assets for defects—and stable hardware is vital to ensure that these and our other systems are online around the clock,” confirms Yu Hongzhi, Purchasing Manager at Beijing Jingtianwei Technology Development Co., Ltd.

In the past, Beijing Jingtianwei Technology Development Co., Ltd. carried out a fresh hardware procurement exercise when implementing for new clients. However, this approach added significant lead time to the process—and deploying on different hardware configurations led to software compatibility issues that were often complex and costly to resolve.

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“To mitigate the risk of hardware issues affecting our services, we decided to standardize on an infrastructure that offered dependable performance, reliability, and cost-efficiency—and Lenovo delivered.”

Yu Hongzhi

Purchasing Manager, Beijing Jingtianwei Technology Development Co., Ltd.

Setting the standard

Working with Lenovo, Beijing Jingtianwei Technology Development Co., Ltd. analyzed the technical requirements of its solution portfolio and defined standard hardware configurations for each of its offerings. As a result, clients can choose compute and storage solutions that are optimized for their specific use cases.

“The standard configurations are based on high-performance Lenovo ThinkSystem SR650 V2 servers with low-latency Lenovo ThinkSystem DE4000F and/or Lenovo ThinkSystem DE4000H storage arrays,” says Yu Hongzhi. “In addition, we can offer our customers the peace of mind of five-nines availability.”

Hardware

Lenovo ThinkSystem SR650 V2
Lenovo ThinkSystem DE4000F
Lenovo ThinkSystem DE4000H

Software

Lenovo XClarity Controller

Services

Lenovo Deployment Services



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“We have now migrated all our clients to the new Lenovo infrastructure, which has greatly improved stability for end users. We’ve experienced almost no downtime since the migration, and scaling out is significantly easier.”

Yu Hongzhi

Purchasing Manager, Beijing Jingtianwei Technology Development Co., Ltd.

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Results

With Lenovo as its go-to infrastructure partner, Beijing Jingtianwei Technology Development Co., Ltd. has done more than enhance the availability of its rail solutions. The standardized approach to hardware configurations has accelerated the procurement cycle for new projects by 30%—reducing costs by 15% and cutting time to market.

Yu Hongzhi comments: “Lenovo offers excellent products backed by strong supply chain and support capabilities, enabling us to deliver on client projects faster than ever.”



99.999% availability for rail solutions



30% faster hardware procurement



15% lower procurement costs

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“From pre-sales to implementation and beyond, we’ve found Lenovo to be extremely responsive. With Lenovo as our technology partner, we’re in a strong position to continue to grow our footprint in the railway industry.”

Yu Hongzhi

Purchasing Manager, Beijing Jingtianwei Technology Development Co., Ltd.

Why **Lenovo**?

Beijing Jingtianwei Technology Development Co., Ltd. was impressed with Lenovo's reputation for delivering reliable, high-quality infrastructure solutions, as well as the wide reach of its support and services organization.

"Lenovo has more than 2,000 service centers across China, so we know we'll be able to get effective support wherever our clients are located," says Yu Hongzhi. "We also greatly value the remote management capabilities of Lenovo XClarity Controller, which make it very easy for us to manage and maintain our Lenovo ThinkSystem SR650 V2 systems."



How can software companies deploy to clients faster?

Beijing Jingtianwei Technology Development Co., Ltd. cuts procurement cycles by 30% with standardized infrastructure solutions from Lenovo.

[Explore Lenovo ThinkSystem Solutions](#)