

Technology

Building a **more sustainable** infrastructure from the ground up

Data center services provider

This company is ready to make its mark on China's data center hosting market with a powerful and energy-efficient infrastructure expertly designed and deployed by Lenovo.

Lenovo
TruScale



Lenovo

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Who is this data center services provider?

This company is a rising star in China's data center industry. It has ambitions to grow into the country's largest independent provider of data center services, supporting clients with both physical data center infrastructure and cloud hosting offerings.

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The Challenge

A new player on the market, this data center services provider was eager to make a strong first impression. As the company welcomes more clients, it's been scaling its infrastructure to ensure it's ready to meet any demand.

Recently, the company broke ground on a brand-new data center, which will become its first regional hub. It needed to rapidly refurbish the location—a former warehouse—and outfit it with state-of-the-art hardware.

Here, the company faced challenges on multiple fronts. The physical constraints of the existing building required a customized solution, which needed to be delivered on the young company's tight budget.

Moreover, the data center services provider had to be mindful of strict energy conservation and environmental protection policies. These made it vital to design, deploy, and run IT systems with high energy efficiency.

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“Our new data center needed to deliver strong performance while maximizing cost efficiency and sustainability. We knew that our choice of technology partner would be critical to finding the right balance.”

Spokesperson

Data center services provider

Enlisting the experts

The company enlisted Lenovo to deliver a complete package of construction, infrastructure, and leasing services for the first phase of its data center build project. The Lenovo team started by providing optimization suggestions for the design and outfitting of the new data center.

With the company up against a tight delivery timeline, Lenovo recommended a full-process construction approach, meticulously planning the project schedule and providing end-to-end solutions for the entire construction process to ensure rapid delivery and minimize delays.

Services

- Lenovo Consulting Services
- Lenovo Design and Planning Services
- Lenovo Implementation Services
- Lenovo TruScale Infrastructure as a Service

A full-service solution

When it came to acquiring hardware for the new data center, the company chose Lenovo TruScale Infrastructure as a Service (IaaS), helping avoid large up-front capital expenditure. It worked with Lenovo to design and configure a computing backbone spread across two buildings and 3,000 standard racks.

Not only does the new data center infrastructure meet Class A national standards in China, it has also been designed with energy efficiency and sustainability at front of mind. Taking advantage of the lower temperatures of its surroundings, the data center uses natural cooling to reduce the need for refrigeration.

What's more, the entire hardware architecture is made to evolve, with a flexible design giving the company room to grow and adapt to future iterations of computing facilities.



“Lenovo has been by our side from almost day one of this endeavor. They are trusted advisors and true partners in our success.”

Spokesperson

Data center services provider

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Results

By leveraging Lenovo's expertise at every stage of the project, the company has successfully shaped a data center that delivers exceptional performance for less.

A highly efficient design maximizes resource utilization and energy efficiency, with an expected power usage effectiveness (PUE) of less than 1.36. This keeps costs low and helps to improve sustainability.

Furthermore, with its flexible subscription model, the company can keep tight control over costs and easily scale without large capital investments—ideal for a growing business.



1.36 expected PUE, supporting energy-efficient operations



Low resource utilization helps manage overall footprint



As-a-service model keeps capital expenditure low and costs predictable

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“This project would not have been possible without Lenovo’s outstanding guidance and support. Together, we have built a truly world-class data center, which will deliver leading performance for our customers in a more efficient and sustainable way.”

Spokesperson

Data center services provider

Why **Lenovo**?

Lenovo was already a trusted name to the data center services provider, whose team had positive experience working with Lenovo hardware. The two companies teamed up early on in this project. Lenovo was closely involved in site selection and planning for the new data center, and also supported the company in contract negotiations with some of its first clients.



How do you build a more sustainable data center?

Lenovo helped this company design and deliver a data center infrastructure that's both energy and cost efficient.

[Explore Lenovo Services](#)

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