

Technology

# Combining the **flexibility** of cloud with the **focus** of expert managed services

MD6

With Lenovo TruScale Infrastructure as a Service, the French IT services company MD6 and its subsidiary IoT business can outcompete hyperscale rivals, delivering the responsive service clients want combined with attentive and knowledgeable local support.



Lenovo

Lenovo  
**TruScale**

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## Who is MD6?

Based in Strasbourg, France, MD6 is a major regional player in infrastructure solutions, software integration, backup and recovery, cybersecurity, and managed IT services. In addition to managing systems in its clients' data centers, MD6 provides traditional, hybrid, and cloud hosting services.

MD6's subsidiary, Idemoov, designs and builds Internet of Things (IoT) solutions based on its own in-house hardware and software platform. Idemoov offers managed solutions for a growing number of use cases, including [fleet management](#), [connected mobile workers](#), and [industrial predictive maintenance](#).



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# The Challenge

With clients beginning to consider cloud hosting rather than traditional hosting, MD6 saw an opportunity to extend its catalogue of services and move towards a model of recurrent revenues from as-a-service offerings.

The company knew that it could offer more localized and knowledgeable support than hyperscale competitors such as AWS or Azure, but building its own cloud environment would potentially require a large up-front capital investment. Another option was to partner with a hyperscaler and re-sell their capacity within a bundle of managed services, but this would leave MD6 overly dependent on that third party and exposed to unknown future costs.

MD6 wanted to transition away from its traditional CAPEX model—buying fixed infrastructure capacity in advance for use by hosted clients—to a flexible OPEX model where its costs would closely track its revenue from client services.

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“MD6’s competitive strength lies in our ability to offer highly responsive, customized services to our clients, both at their sites and in our own data centers. To maintain that coherence between on-site and off-site services, we wanted to offer the flexibility of cloud but in an environment that we could host, control and manage.”

**Roberto Gessa**

President, MD6

# Security and control

MD6 chose Lenovo TruScale Infrastructure as a Service, implementing a hyperconverged solution based on Lenovo TruScale Hybrid Cloud with Nutanix.

TruScale enables MD6 to rapidly deploy Lenovo server and storage hardware on-premises through a pay-as-you-go model. Assisted by Lenovo, MD6 completed the initial go-live for its two Nutanix clusters within just five weeks.

For MD6 and its clients, TruScale delivers the security and control of on-premises infrastructure combined with the flexibility and low entry cost of cloud services. In addition to hosting private cloud environments for clients, MD6 is using TruScale to host new offerings including backup-as-a-service and 24/7 cybersecurity.

## Services

Lenovo TruScale  
Infrastructure as a Service  
Lenovo TruScale Hybrid  
Cloud with Nutanix

## Software

Lenovo XClarity Administrator  
Nutanix AHV  
VMware Horizon VDI

## Reassuring flexibility

“The coherence of the Lenovo offering was really compelling for MD6,” says Gessa. “TruScale gives us everything we need in a single contract and monthly fee, including the Nutanix licensing. It was the ideal way to step into hybrid cloud without needing to make a significant up-front investment.”

Lenovo TruScale enables MD6 to build new service offerings for clients with confidence, because it can start small and scale up quickly as demand rises. With a cloud-like environment in its own data centers, the organization has a high degree of flexibility without concerns around security or unknown future costs.

For MD6’s clients, Lenovo TruScale provides a private cloud option with the scalability and flexibility they need, backed by responsive on-site services from experts they know and trust. “It’s reassuring for our clients to be able to tap into cloud services from a provider that can also manage their in-house IT,” says Gessa.



“We know that we’ll need to evolve and expand our services as we sign new deals with customers, but the cadence and direction of those changes are unknown. That’s what drove our interest in Lenovo TruScale, which is able to adapt to our requirements in a highly flexible and granular way. The only realistic alternative was partnering with a hyperscaler, but then we wouldn’t know what surprises might be in store in terms of costs and terms of service.”

**Roberto Gessa**

President, MD6

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## Results

With Lenovo TruScale, MD6 has successfully transitioned from a CAPEX to an OPEX model for managed services, enabling it to invest in capacity at a cadence that matches incoming revenue. The hyperconverged Lenovo infrastructure delivers higher performance with lower management overhead.

“The as-a-service model moves responsibility for the hardware to Lenovo, so we spend much less time on administration,” says Gessa. “We’ve gone from two hours a day to less than five minutes, freeing up time to spend with clients.”

MD6 administrators who previously had to check multiple different components can now work more efficiently and responsively through a single console for the entire environment.



95% reduction  
in system  
administration



Single-pane-of-  
glass management



Increased flexibility,  
scalability, performance



## Rapid and easy **growth**

In addition to providing expert hosting with flexible capacity for clients, MD6 is using the new Lenovo environment to run Idemoov's IoT services. The fleet management and remote worker management solutions are growing rapidly, and capturing even a small percentage of the French market would mean explosive growth.

“With Lenovo TruScale, we can respond to growth in demand by rapidly provisioning new capacity,” says Gessa. “The contractual arrangements are very quick and easy, and our choice of a Nutanix hyperconverged solution means that there's no risk of existing nodes becoming obsolete, so it's also a more sustainable approach.”

Idemoov's IoT solutions can generate enormous volumes of data, some of which is personal or commercially sensitive. Hosting the applications and data on its own on-premises private cloud means that MD6 can more easily ensure regulatory compliance. Nevertheless, the organization retains the option with Lenovo TruScale to flex into the public cloud, moving data and applications securely between the two environments and managing everything with a single tool.

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“If we need to grow, we now have a solution that enables us to add capacity very quickly. Most importantly, we have the capacity to finance that growth, aligned with the way in which we bill for our services. What’s more, it enables us to bring the benefits of a cloud environment to our clients without the potential downsides. Unlike a hyperscaler, whose goal would always be to maximize billing, we work with our clients to optimize their resources and expenditure.”

**Roberto Gessa**

President, MD6

# Why **Lenovo**?

Lenovo TruScale gives MD6 the flexibility and control it needs—all from a single vendor with a close strategic relationship with Nutanix. “We’ve known the local Lenovo team for several years, and we have shared relationships with clients through our work as a systems integrator,” says Gessa. “From those projects, we know that Lenovo is able to deliver when we or our clients have an urgent requirement.”

He adds: “For MD6, there’s a double interest in being on Lenovo TruScale, because we also sell the solution to some clients for their own on-premises environments. We are our own reference site for the benefits of a hyperconverged, as-a-service solution—but we’re also able to advise clients on why hyperconvergence might not be the best fit for their needs.”



# How can IT service providers outcompete hyperscalers?

MD6 chose Lenovo TruScale Hybrid Cloud with Nutanix: combining the control of on-premises environments with the flexibility of cloud.

[Explore Lenovo TruScale IaaS](#)

Lenovo  
**TruScale**