Technology

Meeting soaring local demand for cloud computing

RGK4IT

To deliver high-performance, low-latency cloud services to local businesses in southern Brazil, RGK4IT expands into private cloud services with Lenovo TruScale Infrastructure as a Service.

Lenovo
TruScale

Lenovo

Who is RGK4IT?

RGK4IT is a technology services provider based in Maringá in southern Brazil. Founded in 2006 under the corporate name Exata Tecnologia da Informação, RGK4IT was born from an ideal that prioritizes humanization and responsibility in IT services.

Today, RGK4IT provides customized infrastructure, connectivity, and data management solutions to more than 720 local businesses across a wide range of industries, including finance, software, healthcare, oil and gas, manufacturing, and government.

RGKL4IT®

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The
Challenge

Based in the southern state of Paraná, RGK4IT and its customers are hundreds of miles from the big cities of São Paulo and Rio de Janeiro, where most of Brazil's cloud service providers and data centers are located. This physical distance impacts performance and latency, making the accessibility and efficiency of cloud computing a big challenge in the region.

RGK4IT aims to change this. Alexandre Duarte Rogoski, Projects Director at RGK4IT, explains the mission: "Our goal is to deliver premium cloud services close to home, which is why we set out to build our very own cloud infrastructure here in Maringá."

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"We wanted to provide premium high-performance, low-latency private cloud services to local businesses. To do that, we needed a dedicated hosting infrastructure in our own data center."

Alexandre Duarte Rogoski
Projects Director, RGK4IT

Total
transformation

RGK4IT decided to procure the hardware to underpin its new cloud services through <u>Lenovo TruScale Infrastructure as a Service</u> (IaaS)—a flexible solution that gives the company access to the latest data center hardware through a pay-for-what-you-use business model.

"When we crunched the numbers, Lenovo TruScale was by far the most compelling financial option," says Alexandre Duarte Rogoski. "It meant we could procure the hardware we needed without a large upfront investment, and we only pay for the resources we actually use each month. We estimate that Lenovo TruScale cut the cost of our cloud infrastructure by 50%—an enormous saving."

Services
Lenovo TruScale Infrastructure as a Service:
• Advisory, Design, and Implementation
• Physical Installation
• Managed Services
• Dedicated Customer Success Manager
• Continuous Monitoring, Health Checks, and Updates
Lenovo Premier Support

Hardware
Lenovo ThinkSystem SR650 V2

"Compared to our previous traditional procurement strategy, Lenovo TruScale offers far greater flexibility and agility. Moving to a predictable, usage-based model removes a lot of financial strain."

Alexandre Duarte Rogoski
Projects Director, RGK4IT

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Results

Through Lenovo TruScale, RGK4IT has procured and deployed ten Lenovo ThinkSystem SR650 V2 servers to date. This state-of-the-art infrastructure hosts 10 customer private cloud environments—and counting.

"Another huge advantage of the Lenovo TruScale model is scalability," notes Alexandre Duarte Rogoski. "It enables us to expand our cloud hosting infrastructure without incremental capital investment and, crucially, while still only paying for the resources that we use. This enables us to scale quickly and cost-effectively as our customer base grows. We expect to triple in size in the next year, due in large part for increasing demand for AI cloud services, and Lenovo TruScale is a key enabler for our business growth."

✓ **50% cost saving versus traditional procurement model**

✓ **Minimal upfront capital investment**

✓ **Easy, cost-effective scalability supports anticipated 3x business growth**

✓ **Rapid access to the latest high-performance hardware**

"Thanks to Lenovo TruScale, we were able to stand up and scale a new hosting infrastructure quickly, easily, and cost-effectively. This enables us to meet growing demand for high-performance, low-latency cloud services from businesses across southern Brazil."

Alexandre Duarte Rogoski
Projects Director, RGK4IT

Why **Lenovo**?

As a long-time Lenovo Partner, RGK4IT has plenty of experience working with Lenovo technology. So, the choice for Lenovo as hardware provider was a foregone conclusion. The decision for Lenovo TruScale was equally clear cut for RGK4IT.

"It was good fortune on our part that Lenovo launched its TruScale offering around the time we decided to build our own cloud infrastructure," says Alexandre Duarte Rogoski. "For us, Lenovo TruScale IaaS was a no-brainer; it was by far the most commercially attractive proposal. We also benefit from faster delivery than if we had gone via the distribution channel. It took just 60 days for Lenovo to deliver the servers, which is impressive given the highly customized configuration of the hardware."

How can IT service providers pivot to cloud cost-effectively?

With Lenovo TruScale, RGK4IT built a new cloud hosting infrastructure with minimal upfront investment.

[Explore Lenovo TruScale IaaS]

Lenovo

Lenovo TruScale