



Technology

# Helping customers get on the road to cloud

T-Systems North America

Teaming up with Lenovo to deliver Future Cloud Infrastructure based on ThinkAgile VX and ThinkSystem servers, powered by 3rd Gen Intel® Xeon® Scalable processors.

Powered by



Lenovo

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## Who is T-Systems North America?

Present in more than 20 countries and with around 28,000 employees, T-Systems is one of the world's leading IT service providers and suppliers of digital services. A subsidiary of Deutsche Telekom, T-Systems is headquartered in Frankfurt, Germany, and is the world's largest SAP hosting provider with 5.9 million users.

Operating in the United States and Canada, T-Systems North America provides cloud services including application operations, public and private cloud managed services as well as enterprise cloud assessments, migration and transformation, and SAP hosting. T-Systems North America's core industries include automotive, manufacturing, energy, and healthcare.

T-Systems North America shares the same mission as its parent company: to empower organizations to reach their full potential through digitalization.

The logo for T-Systems, featuring a stylized 'T' symbol followed by the word 'Systems' in a serif font.

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## The challenge

T-Systems North America walks side-by-side with its customers on their digital transformation journeys, utilizing its global solution portfolio, expertise, and operational capabilities to offer customers the capabilities they need to succeed.

Cloud computing is a central component of many digital transformation strategies. In today's cloud market, hyperscalers such as Amazon Web Services (AWS), Microsoft Azure, and Google Cloud Platform dominate.

However, enterprises often have legacy and on-premises systems that cannot simply be moved into the public cloud—either for security, regulatory or data sovereignty reasons, or because the technology just isn't cloud ready. That's where T-Systems' comprehensive portfolio comes in.

# The future is **hybrid**

To help customers move towards the cloud at their own pace, T-Systems launched Future Cloud Infrastructure (FCI)—a managed private cloud service that bridges the gap between legacy and on-premises systems as well as private and public clouds, including hyperscalers.

Cesar Martinez, CEO at T-Systems North America, comments: “Our cloud consultants and technical experts listen carefully to the customer’s needs and define the best path forward. In most cases, this is a hybrid approach, with applications distributed across public and private clouds and on-premises systems.”

Built on Lenovo ThinkAgile VX and ThinkSystem servers—powered by 3rd Gen Intel® Xeon® Scalable processors—and VMware Cloud Foundation, FCI brings together on-premises infrastructure, private cloud, and public cloud on one platform ecosystem.

Lenovo delivers factory-integrated, tested, and validated building blocks directly to T-Systems North America’s data centers, deploys the hardware, and provides ongoing hardware lifecycle management, continuous updates, and Premier Support services.

## **Hardware**

Lenovo ThinkAgile VX Series powered by 3rd Gen Intel® Xeon® Scalable processors  
Lenovo ThinkSystem SR650 V2 powered by 3rd Gen Intel® Xeon® Scalable processors

## **Services**

Lenovo On-Site Services – Deployment  
Lenovo Premier Support



**Cesar Martinez**  
CEO, T-Systems North America



“Through our Cloud First initiative, our goal is to remain cloud-agnostic and become our customers’ trusted advisor. The initiative helps enterprises at any stage of their cloud journey to move into a cloud—public, private, or hybrid—by leveraging our Future Cloud Infrastructure, powered by Lenovo.”

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## Results

Working closely with Lenovo, T-Systems North America recently went live with the FCI platform. The company is now migrating existing customers over to the new infrastructure.

“Lenovo helped us to accomplish a speedy delivery,” says Mauro Guzelotto, VP Cloud Services at T-Systems North America.

FCI—powered by Lenovo—enables T-Systems North America to help customers bring their IT systems together on one platform, reducing complexity and cost.

With FCI, enterprises can operate cloud-native solutions and legacy applications in a highly secure private-cloud environment, while gaining all the advantages of the public cloud: agility, flexibility, cost transparency, and speed. What’s more, FCI integrates with pay-as-you-go public-cloud services from hyperscalers.



Modernize IT with cloud computing



Support legacy applications



Reduce complexity



Ensure stable operations



Keep costs under control



**Mauro Guzelotto**

VP Cloud Operations, T-Systems North America



“Lenovo went above and beyond to ensure we got equipment delivered on time to meet aggressive deadlines, despite ongoing global supply chain issues. We’ve been very impressed with the reliability of the hardware, and working with Lenovo has been a great experience.”

# Why **Lenovo**?

When deciding on the hardware partner for FCI, T-Systems invited all the major players on the market and evaluated more than 100 use cases. Lenovo had the best results, particularly in the areas of automation and testing. Crucially, Lenovo also scored highly on reliability—both in terms of its hardware and its supply chain.

Guzelotto states: “In times of uncertainty, it’s critical to know that your partner has a reliable supply chain, and this was a key differentiator that we saw with Lenovo. Lenovo is very flexible in accommodating our dynamic business demands, ensuring we get the equipment we need, when we need it, which is critical to support our customers and remove uncertainty from our day-to-day operations.”

Another key deciding factor was Lenovo’s ThinkAgile VX Series technology. Available with two, four, and eight sockets and scalable up to 24 TB, the Lenovo ThinkAgile VX nodes are ideal for running and managing high-performance SAP workloads.







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“Future Cloud Infrastructure marks an exciting new chapter in our partnership with Lenovo, and we are already looking at ways in which we can deliver more value to our customers together.”

**Cesar Martinez**

CEO, T-Systems North America

# How can enterprises get on the road to cloud?

Empowering businesses to move their IT towards the cloud on their own terms with Lenovo and Intel®.

Explore Lenovo Data Center Solutions

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