



Altus IT helps customers trust the cloud with services that deliver on security and performance

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Overview

Altus IT saw an opportunity to win a greater share of the emerging cloud and co-location market in Croatia, and needed to persuade companies that the cloud offered a safe choice for their data. The company chose to deploy a Flex System solution with four Flex System x240 compute nodes, RackSwitch G1824E and G8052 networking switches and IBM Storwize V7000 storage system. Today, Altus IT can offer customers more stable and secure services, and cost savings of up to 75 percent by leveraging cloud deployments, all while achieving impressive internal efficiency gains.

Formed in early 2011 as a spin-off from Markoja d.o.o., Altus IT offers IT infrastructure services through its carrier-independent datacenter in Zagreb, Croatia. The company specializes in finding the right combination of services, including connectivity, co-location and hosting, to suit its customers' precise needs.

Untapped opportunity

The cloud services market in Croatia is relatively new, presenting an exciting business opportunity for Altus IT. But first, the company must overcome potential customers' reservations about data security.

Goran Đoreski, CEO of Altus IT, explains, "Cloud services offer a compelling business case for companies that are under pressure to do more with less. However, many companies in central Europe are yet to let go of the traditional model of keeping data on servers within their own premises. To capture these potential new customers, we need to demonstrate that they can trust us with their data by delivering consistently secure services."

Altus IT was already using open-source cloud provisioning software from OpenNebula, and the company sought an industry-standard platform that could fit seamlessly into the environment—without adding licensing costs or management

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—Goran Đoreski,
CEO,
Altus IT



complexity to its day-to-day operations. Altus IT also needed high availability and reliability to provide customers the right level of performance at the right price.

Powerful Flex System solution

To help meet client demands for high performance and reliability, Altus IT relies on a cloud solution based on Flex System technology, together with RackSwitch networking and Storwize storage solutions.

Working with Business Computer Systems to deploy the Flex System solution, Altus IT has not only gained a high-performance platform for its clients, it also established itself as a serious player in the cloud services marketplace.

“Flex System was our first choice for delivering high performance within the cloud,” says Ćoreski. “We knew the components would fit easily into our existing infrastructure.”

To provide a full range of cloud services, Altus IT uses the KVM hypervisor on CentOS software—an open-source platform based on Red Hat Enterprise Linux—and runs multiple virtual machines within a completely heterogeneous environment.

This way, its customers can run their applications on the systems that make the most business sense. For example, enterprise-resource planning applications or online transactional processing databases can run on the high-performance Flex System servers with KVM, while email and other business applications can run using VMware on other types of virtualized hardware. Companies pay for the performance they need now, and the cloud platform can scale in the future.

Resilient network infrastructure

In addition, Altus IT has built a network infrastructure designed for high performance and resilience, deploying two 10 Gigabit RackSwitch G8124E switches to form the upper level, and two 1 Gigabit RackSwitch G8052 switches for the distribution layer.

“The RackSwitch solutions stood out from the other options that we considered because they provided the same level of functionality at a half the cost,” comments Ćoreski. “The switches integrate beautifully with our existing Flex System and KVM environment. We now have an exceptionally clear network scheme and a clear plan for growth – we can simply add G8052 switches whenever we need them.”

Ensuring business continuity with simplified storage

Altus IT uses a Storwize V7000 system within a Fibre Channel-based storage area network configuration to provide fast access to virtualized storage, and to unify disparate storage devices within the existing infrastructure.

The virtualized environment also helps the company’s clients save on disaster recovery. For example, financial institutions must legally demonstrate that they can recover from a disaster without disrupting their services. By moving to a cloud-based

Solution components

Hardware

Flex System chassis
Flex System x240 with Intel® Xeon®
E5 family of processors
RackSwitch G8124E switches
RackSwitch G8052 switches
IBM Storwize V7000

Software

CentOS with KVM technology
OpenNebula open-source cloud
orchestration software
Red Hat Enterprise Linux

Business Partner

Business Computer Systems



approach for disaster recovery, these clients no longer have to maintain a dedicated secondary datacenter. With a cloud powered by Flex System, clients can save up to 75 percent on their datacenter costs.

Solid foundation for the future

Altus IT can now offer a full range of cloud-computing services, ranging from entry-level clouds to highly available, enterprise-scale cloud solutions. The company has improved performance and simplified management of its own IT infrastructure, helping lower its TCO.

Altus IT's customers benefit from the greater performance and reliability of the solution, while the simpler design helps to simplify system management, enabling greater operational efficiency.

Doreski concludes, "Our customers have recognized the greater performance that comes with our lower-latency network, as well as greater stability as a result of the built-in redundancy.

"Improved control and visibility of the network infrastructure helps our internal teams work more efficiently. Finally, we can also use the insight into network condition and performance to monitor and control external threats, reassuring customers that their data is always well protected."

For more information

To learn more about Lenovo Data Center Systems solutions, contact your Lenovo Sales Representative or Lenovo Business Partner, or visit: lenovo.com/systems

To learn more about products, solutions and services from Business Computer Systems, visit: www.bcs.hr

For more information about Altus IT, visit: www.altus-it.hr/en/

"It is much easier to plug customers in and get them started. We achieve time-to-value three times faster than before, and new customers experience a more seamless transition into the Altus cloud."

—Goran Đoreski,
CEO,
Altus IT



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