

smart **in**



## SMART IN

**Supporting smart city and smart factory innovators.**

Smart in wanted to deliver its intelligent monitoring and analytics applications to clients as a convenient cloud service. The company chose to implement a hyperconverged infrastructure from Lenovo and Nutanix to underpin its new Software-as-a-Service business model.

**Lenovo**





Modern, intelligent technologies have the power to improve public safety and quality of life for urban citizens. Smart in – part of INTROL S.A., Poland’s largest engineering holding company – believes that its winning combination of industrial automation and smart IT solutions has the potential to transform city life.

Romauld Gaucka, the company’s CTO & Director of Market Development, begins: “Smart in was founded to support the development of smart cities and smart factories. We provide a wide range of intelligent monitoring and analysis systems. In particular, we specialize in providing video monitoring and decision support systems to municipal service organizations.

We believe that the smart city and smart factory solutions of the future must be backed up by intelligent IT infrastructure.”

In today’s fast-paced, digital world, companies like Smart in cannot afford to stand still. To react quickly to client demand, Smart in wanted to deliver its monitoring and analysis applications via a Software-as-a-Service (SaaS) model. In addition, the company realized a private cloud environment would deliver the best results

Romauld Gaucka elaborates: “We don’t have a traditional data center of our own, so don’t have space for lots of hardware – let alone all the power and cooling equipment you typically need on top of that. We wanted a modern, compact, energy-efficient IT infrastructure, and the hyperconverged offering from Lenovo and Nutanix offered just that.”



Smart in decided to implement one four-node Lenovo HX3710 appliance, equipped with high-performance Intel® Xeon® E5 processors and powered by Nutanix Enterprise Cloud OS.

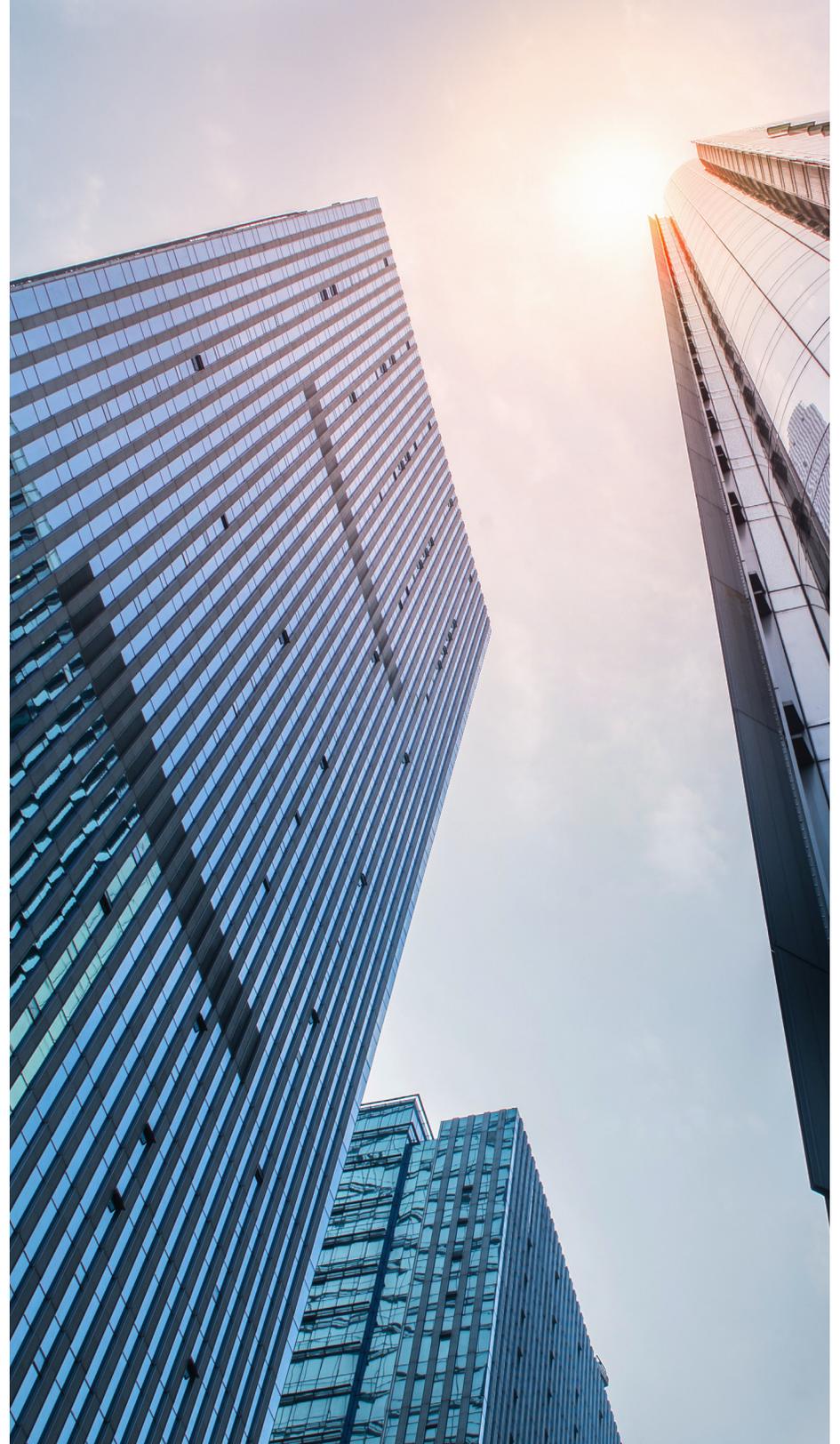
“It’s a data center in a box; a simple, pared-down data center infrastructure,” says Michał Wolniewicz, Director of Business Applications at Smart in. “Everything came pre-installed and pre-configured, so all we had to do to get started was plug in the appliance – it could not have been easier.”

Today, the Lenovo-Nutanix hyperconverged infrastructure serves as the foundation for Smart in’s private cloud environment, enabling the company to deliver its innovative applications to clients as a service via the internet. In addition to its signature monitoring and analysis systems, the company also offers ERP SaaS, as well as artificial intelligence services based on IBM Watson technology.

Romauld Gaucka comments: “We work with a number of partners who take care of the day-to-day application management for our clients. This means that clients don’t need to worry about either the back-end infrastructure or looking after the application – they can get on with their day-jobs.”

The size of the client environments ranges from 20 to 300 concurrent users, with many relying on Smart in’s ERP service to support business operations, and many also taking advantage of the company’s innovative industrial automation solutions and intelligent smart city systems.

Romauld Gaucka adds: “Based on our theoretical calculations, we should be able to run 65 virtual client environments on our Lenovo-Nutanix appliance. We like the fact that we can dynamically allocate resources across the physical nodes to get the best performance.”



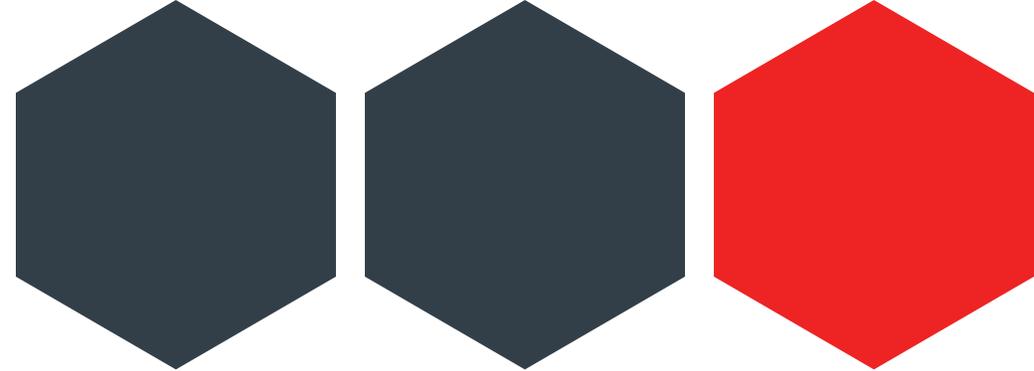
With the Lenovo-Nutanix solution in place, Smart in has significantly reduced application delivery times. “We often carry out pilot projects, demos and proofs of concept to gain client buy-in,” says Romauld Gaucka. “With our new hyperconverged infrastructure, we can spin up a new, test-ready virtual environment in just a few minutes – even during a sales pitch!”

Michał Wolniewicz adds: “A hyperconverged infrastructure makes it possible to set up tailored client environments very fast. And if we ever need more capacity to meet demand, adding another node to the cluster is a quick, painless process. Infrastructure management and maintenance is so much simpler now, too.”

Crucially, the hyperconverged nature of the Lenovo-Nutanix solution means that backup and recovery are built in. Romauld Gaucka elaborates: “Because resources are pooled as a single virtual structure across four nodes, housed in a single 2U rack mount, it’s not a disaster if one physical node were to fail – everything would keep running as usual.”

Looking to the future, Smart in is planning to implement a second hyperconverged appliance to expand the capacity of the cluster.

Michał Wolniewicz concludes: “Our private cloud environment is completely redundant, which means that we don’t need much support – keeping costs low. We’ve been really impressed with the reliability, flexibility and performance of the Lenovo-Nutanix solution so far, and look forward to expanding our hyperconverged infrastructure even further.”



“We wanted a modern, compact, energy-efficient IT infrastructure, and the hyperconverged offering from Lenovo and Nutanix offered just that.”

– Romauld Gaucka, CTO & Director of Market Development, Smart in



© 2018 Lenovo. All rights reserved.

Availability: Offers, prices, specifications and availability may change without notice. Lenovo is not responsible for photographic or typographical errors. Warranty: For a copy of applicable warranties, write to: Lenovo Warranty Information, 1009 Think Place, Morrisville, NC, 27560. Lenovo makes no representation or warranty regarding third-party products or services. Trademarks: Lenovo, the Lenovo logo, AnyBay, ThinkSystem, and XClarity are trademarks or registered trademarks of Lenovo. Microsoft and Windows are registered trademarks of Microsoft Corporation. Intel, the Intel logo, Xeon and Xeon Inside are registered trademarks of Intel Corporation in the U.S. and other countries. Other company, product, and service names may be trademarks or service marks of others.

# SMART IN

Supporting smart city and smart factory innovators.

## Solution components

### Hardware

Lenovo HX3710 with Intel® Xeon® E5 processor family

### Software

Nutanix Enterprise Cloud OS  
• Nutanix Acropolis, AHV, Prism  
Lenovo XClarity  
Microsoft Hyper-V  
VMware ESXi

### Services

Lenovo Installation Services

smart in

*“We wanted a modern, compact, energy-efficient IT infrastructure, and the hyperconverged offering from Lenovo and Nutanix offered just that.”*

**—Romauld Gaucka, CTO & Director of Market Development, Smart in**

To underpin its new Software-as-a-Service business model, Smart in implemented a hyperconverged infrastructure from Lenovo and Nutanix, featuring Intel® Xeon® E5 processors, that enables the company to spin up client environments in a matter of minutes.

