

A smiling man with glasses, wearing a dark suit, white shirt, and dark tie, stands in front of a server rack. The background is a blurred server room with rows of server cabinets. The overall image has a reddish-pink tint.

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Accelerating access and slashing costs with virtual desktops from Lenovo and VMware.

How **Gradient** centralized user services and slashed costs with a Virtual Desktop Infrastructure (VDI) solution based on VMware Horizon® software running on Lenovo ThinkSystem SR630 servers.

Lenovo Infrastructure Solutions
for The Data-Centered

Lenovo

1

Background

Gradient is a major Russian fast-moving consumer goods (FMCG) distribution company with more than 28,000 customers. As the official distributor for over 100 Russian and foreign manufacturers, Gradient's product range includes more than 20,000 products across cosmetics, perfumes, household chemicals, home, and personal care products. Gradient operates from regional hubs throughout Russia and has a network of offices and partners in major cities such as Moscow, Yekaterinburg, Novosibirsk, Perm, Rostov-on-Don, Samara, Tyumen, Ufa, and Chelyabinsk.

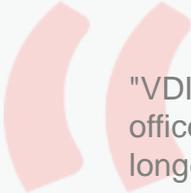
Managing IT infrastructure and services across this geographically distributed organization was challenging and costly. Local IT professionals were required to maintain servers and set up PCs in regional offices, and remote users often struggled with access to key applications and network drives. As Gradient continued to grow, it wanted to reduce the high costs associated with maintaining hundreds of PCs across multiple sites, and to ensure reliable services for users.

2

Challenge

Desktop virtualization replaces conventional PCs with lightweight machines that connect to a central system running each individual's desktop environment and all their applications. By centralizing all users' computing environments in this way, companies can significantly reduce IT cost and complexity, enhance the reliability of services, accelerate the deployment of updates and new applications, and simplify remote access.

Recognizing that desktop virtualization could solve its immediate issues, as well as making geographic expansion faster and easier in the future, Gradient identified VMware as its preferred provider of virtualization technology. The company then looked for a vendor that could provide reliable certified servers on which to run VMware Horizon® for approximately 600 users.



"VDI allows us to get rid of servers from regional offices. Now a regional office is just a set of PCs connected to our main data center, so we no longer need specialist IT staff in those locations, which means significant payroll savings."

Andrey Smirnov
Head of IT, Gradient

Why Lenovo? Outstanding performance.

Having successfully completed a trial deployment of VMware Horizon on existing servers for 100 users, Gradient selected Lenovo ThinkSystem SR630 servers as its strategic platform for VDI. The servers run VMware vSAN™ hyperconverged infrastructure, which combines compute and storage virtualization on a single platform with centralized management through VMware vCenter Server™. The new servers joined the existing ones in a high-availability cluster serving 200 users. Over the coming two years, the older hardware will be replaced by ThinkSystem SR630 servers as the VDI solution is rolled out to all 600 users.

"I really liked the new Lenovo ThinkSystem SR630 server with NVMe SSDs," says Andrey Smirnov, Head of IT at Gradient. "The I/O performance in benchmarks exceeded 1,000,000 IOPS, and we plan to purchase 12 of these systems in the coming years."





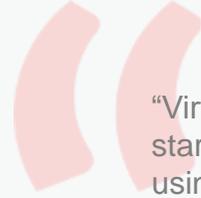
“With Lenovo ThinkSystem SR630 running VMware Horizon, everything is centralized. The entire company's data, regardless of geography, is located in the data center.”

Andrey Smirnov
Head of IT, Gradient

Desktop virtualization with Lenovo and VMware.

Gradient worked with AMETAPRO, a leading systems integrator in Russia, to select and deploy the integrated Lenovo and VMware hyperconverged technologies for its VDI project. As a certified integrated solution, or VMware vSAN ReadyNode™, the ThinkSystem SR630 is delivered fully assembled and tested with VMware Horizon, VMware vSphere® and VMware vSAN, and its onboard SSD storage eliminates the need for a separate storage array, saving money while accelerating storage operations. A single control panel enables central IT staff to deploy and manage compute and storage resources for staff in remote locations—rapidly and cost-effectively.

Using the instant clone feature of VMware Horizon, the solution loads an existing virtual machine into memory whenever a user logs on—which enables extremely rapid start-up. "Instant clones allow the system to quickly boot a hundred or more virtual machines on the server, for example, when booting the system at the beginning of the working day," says Smirnov.



“Virtual images of workstations allow us to start a project with minimal investment, even using the already available hardware. When deploying the VDI infrastructure, clones help us keep the entry cost low.”

Andrey Smirnov
Head of IT, Gradient

3

Results

The centralization of administration and support has substantially reduced calls to the helpdesk and IT operational costs, and VDI also enables decreases of up to 90% in energy costs per workstation. In addition, Gradient's adoption of VDI was a benefit in responding to pandemic-related restrictions, as the company was able to rapidly set up around 300 key employees to work from home.

Users now have a single profile across all devices and enjoy easier access to their applications and data. Smirnov says: "Previously, remote users working via VPN faced problems when using apps such as ERP or accessing shared drives. Now the entire system has been deployed in a data center, there are no longer issues with these data streams since all of them are in the same place. End-users only have to get an image of their 'desktop' and that's all."

Thanks to its VDI solution from Lenovo and VMware, Gradient estimates that it will achieve savings of approximately 40% over 10 years. "Through this technology, we can extend the life of end-user devices by 5 to 6 years, freeing up substantial funds," says Smirnov.



✓ 40% estimated cost savings over 10 years

✓ Up to 90% savings in energy consumption per workstation

✓ Eliminated need for IT specialists in remote offices



“With the Lenovo and VMware VDI solution, the funds that we used to spend on the purchase of new desktops and upgrading PCs can now be invested in the purchase of software.”

Andrey Smirnov
Head of IT, Gradient

What will you do with Lenovo client virtualization solutions?

The Data-Centered give users fast, reliable access to their applications and data with Lenovo smarter infrastructure solutions, powered by VMware.

[Explore Lenovo Client Virtualization Solutions](#)

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