



Healthcare

# Helping deliver quality care in Colombia

## Clínica Medilaser SAS

How Clínica Medilaser SAS used a hyperconverged infrastructure solution from Lenovo and Nutanix to enhance its own operations and offer flexible cloud hosting services for other healthcare providers.

Powered by

**NUTANIX**<sup>™</sup>

**Lenovo**

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## Who is Clínica Medilaser SAS?

Clínica Medilaser SAS, a leading Colombian health service provider, prides itself on delivering high-quality care with a personal touch. Founded in 2004 in the city of Neiva, Clínica Medilaser SAS also now operates branches in Florencia and Tunja, providing nationwide coverage.

Clínica Medilaser SAS is committed to offering the highest quality healthcare to Colombians, backed by the latest technology and expert medical staff.



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## The challenge

Like many healthcare providers, Clínica Medilaser SAS relies on its core systems running reliably to deliver patient care. These include electronic medical record (EMR) systems and imaging modalities, such as X-rays, ultrasounds, and MRIs. In recent years, the growing number—and data volume—of medical images began to place enormous pressure on the organization’s data center infrastructure.

Alberto Mora Bahos, Director of Technology Operations at Clínica Medilaser SAS, explains: “Our previous server and storage infrastructure was seven years old, and starting to show its age. The storage arrays in particular were fast approaching capacity, performance was slowing, and backups would often overrun—all issues that had the potential to impact front-line operations.”



**“We knew that we needed to refresh our IT infrastructure, but we were reluctant to invest in more of the same. Instead, we wanted to build more resilience into our systems and, crucially, improve scalability.”**

**Alberto Mora Bahos**

Director of Technology Operations, Clínica Medilaser SAS

# Modernizing the data center

Working with engineers from Lenovo and Nutanix, Clínica Medilaser SAS implemented six Lenovo ThinkAgile HX5520 appliances at its Neiva site, configured as a single software-defined cluster with Nutanix Cloud Platform.

The new hyperconverged infrastructure provides 175 TB storage capacity and supports 63 virtual machines, virtualized with Nutanix AHV. Virtualized compute and storage resources are managed via a single pane of glass with the Nutanix Prism tool. Today, the HCI underpins a wide range of workloads, from EMR and picture archiving and communication system (PACS) solutions to SQL databases, application servers, and back-office applications.

Clínica Medilaser SAS also established a new backup environment for the virtualized workloads based on a Lenovo ThinkSystem SR590 server with Veeam Backup & Replication.

Jaime Beltran, Senior Infrastructure Engineer at Clínica Medilaser SAS, comments: “The support we received from Lenovo and Nutanix was excellent. They brought in experts from Brazil and Ecuador to guide us through the installation and migration, helping to ensure that everything went smoothly.”

## Hardware

Lenovo ThinkAgile HX5520  
Lenovo ThinkSystem SR590

## Software

Nutanix AHV  
Nutanix Cloud Platform  
Nutanix Prism Pro  
Veeam Backup & Replication

## Services

Lenovo Deployment Services – HX Series Nutanix  
Lenovo Hardware Installation Services  
Lenovo Migration Services  
Lenovo Post Warranty Services  
Lenovo Premier Support  
Lenovo YourDrive YourData



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“We’ve only had to call on Lenovo for support a few times since the solution went live, and each time we have been very pleased with the speed of response and level of service we have received. Whenever we have needed help, the experts have always been there right away.”

**Alberto Mora Bahos**

Director of Technology Operations,  
Clínica Medilaser SAS



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## Results

With Lenovo ThinkAgile HX Series, Clínica Medilaser SAS gains a robust and scalable platform that helps it to support its front-line medical services reliably—day in, day out.

“Since we started using the Lenovo and Nutanix solution, availability and performance issues have become a distant memory,” confirms Beltran. “And we have barely scratched the surface in terms of memory, compute, and storage capacity. We have plenty of headroom for growth built into the cluster which, combined with the easy scalability of HCI, means we’re well equipped for future growth in areas such as diagnostic imaging.”

Building on the capabilities of Lenovo ThinkAgile HX Series, Clínica Medilaser SAS recently launched private cloud hosting services to serve other companies. Looking ahead, Clínica Medilaser SAS plans to expand its HCI cluster to offer Infrastructure-as-a-Service (IaaS) to other healthcare organizations in the region, including local clinics and other business units in the market.

Mora Bahos elaborates: “With the Lenovo ThinkAgile HX platform, we have one of the most modern, resilient data centers in our region. State-of-the-art HCI—combined with our industry expertise—means we can offer healthcare companies reliable services that meet their availability, performance, data protection, and security requirements. We are proud to help other organizations reap the rewards of HCI. The fact that the cloud services run on Lenovo hardware is also an important selling point, as our clients have a lot of trust in the Lenovo brand.”

- ✓ Robust, reliable platform
- ✓ Easy scalability
- ✓ Simple management
- ✓ Enables the launch of cloud services



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“HCI from Lenovo and Nutanix has not only transformed our own operations for the better, but also enabled us to support other healthcare organizations in the region. Ultimately, this will help to deliver top-quality care to more people across Colombia.”

**Alberto Mora Bahos**

Director of Technology Operations,  
Clínica Medilaser SAS



# Why **Lenovo**?

After an extensive evaluation process, Clínica Medilaser SAS decided to replace its traditional three-tier data center architecture with a hyperconverged infrastructure (HCI) solution. “The simplicity, scalability, and built-in high availability that HCI offered were major deciding factors,” recalls Mora Bahos. “We were drawn to the centralized, software-defined approach and unified management plane.”

Next, the organization narrowed down its search to Lenovo ThinkAgile HX Series—an all-in-one solution from Lenovo and Nutanix. A long-time user of Lenovo technology, Clínica Medilaser SAS was confident that Lenovo was the right partner to help build a reliable, resilient, and future-ready IT platform.

“Compared to HCI solutions from other vendors, we felt that Lenovo ThinkAgile HX Series offered greater hardware stability, and so would be more robust,” says Mora Bahos. “We know from experience how well-built Lenovo hardware is, and how well Lenovo support works. And the fact that Nutanix is a leader in the HCI space made it an easy decision in the end.”



# How Do You Ensure Top-Quality Patient Care?

Helping health service providers across Colombia  
deliver exceptional care with Lenovo and Nutanix.

Explore Software-Defined Infrastructure Solutions