

# Gaining an edge over competitors in the securities industry with agile IT.

How **Tebon Securities** deployed a hyperconverged infrastructure solution from **Lenovo** and **Nutanix**, powered by 2nd Gen Intel® Xeon® Scalable processors, to unleash greater agility and enable competitive advantage.

**Lenovo Infrastructure Solutions**  
for The Data-Centered



**Lenovo**

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## Background

Established in 2003, Tebon Securities Co. Ltd. is a securities company with net assets of RMB 76.95 billion (approximately USD 11.86 billion) operating in China. Tebon provides a comprehensive, innovative service offering that includes wealth management, asset management, investment banking, private equity analysis, internet finance, and international mergers and acquisitions.

Today, Tebon manages subsidiaries including Zhongzhou Futures Co. Ltd., Tebon Fund Management Co. Ltd., Tebon Xingrui Investment Management Co. Ltd., and Tebon Xingsheng Capital Management Co. Ltd.

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## Challenge

Tebon Securities operates in a fiercely competitive marketplace, where speed of response is key to success. To unlock greater agility, securities companies are racing to embrace digital transformation.

Tang Hui, Technical Leader of "Tebon Financial Cloud", Information Technology Department, Tebon Securities, explains: "Innovation in the financial sector is speeding up. Technologies such as AI, blockchain, big data, and more all offer opportunities for differentiation. Our goal is to take full advantage of these advances, while controlling complexity and cost."

Tebon Securities established a private cloud environment, but as its digital transformation picked up pace, its IT infrastructure began to struggle with the demand. To ensure that it could continue to flourish, the company began looking for an alternative.



"As our business became more digital, we started encountering issues with scaling up our IT resources. The infrastructure was increasingly complicated to manage, utilization was low, and we were running out of floorspace."

**Tang Hui**

Technical Leader of "Tebon Financial Cloud",  
Information Technology Department, Tebon Securities



## **Why Lenovo? Mature technology; long track record of success.**

To enable consistent performance, simple management, and seamless scalability, the company wanted to invest in a hyperconverged infrastructure solution. For Tebon Securities, the choice of the Lenovo ThinkAgile HX platform was straightforward.

Tang Hui sums it up: “We selected the Lenovo and Nutanix hyperconverged infrastructure because it is based on technology that is relatively mature in both our home market and further afield. The companies also have a high share of the marketplace, making them a low-risk option.”



“Lenovo and Nutanix were able to share many case studies with us, putting our minds at rest that they could deliver on their promises.”

**Tang Hui**

Technical Leader of "Tebon Financial Cloud",  
Information Technology Department, Tebon Securities

## Building the cloud infrastructure of the future.

To support the long-term development of its business, Tebon Securities built the “Tebon Financial Cloud” using a hyperconverged infrastructure solution from Lenovo and Nutanix. Working closely with Lenovo Professional Services, the company achieved a smooth transition to the new solution, utilizing training and on-site deployment services to accelerate user adoption.

Originally, Tebon Securities deployed a seven-node Lenovo ThinkAgile HX5520 cluster equipped with high-performance 2nd Gen Intel® Xeon® Scalable processors and virtualized using Nutanix AHV. Since then, Tebon Securities has expanded the solution twice to meet new business demands. First, it added five Lenovo ThinkAgile HX7520 nodes, also featuring 2nd Gen Intel® Xeon® Scalable processors, to the cluster before adding extra nodes to its office, production, and production test environments in a third phase to create a 24-node solution. Tebon hosts business-critical applications on the platform, including the company’s securities trading and private placement systems.



“Using the Lenovo ThinkAgile HX platform, we launched our new Financial Cloud smoothly and quickly. When it became time to scale up, we were able to expand the solution fast to meet the requirements of the business.”

### **Tang Hui**

Technical Leader of "Tebon Financial Cloud",  
Information Technology Department,  
Tebon Securities

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## Results

By investing in Lenovo and Nutanix technology, Tebon Securities succeeded in removing barriers to agility, ensuring that it can react fast to changes in the marketplace. The company can now add hardware resources in less than a day, compared to the minimum three-month period it took in the past.<sup>1</sup> As a result, Tebon Securities can pivot quickly to take advantage of new opportunities, helping it to out-maneuver competitors.

With the Lenovo ThinkAgile HX platform, powered by 2nd Gen Intel® Xeon® Scalable processors, Tebon Securities increased efficiency. The company benefits from higher hardware utilization, alongside savings on floorspace, power consumption, and network capacity.

Thanks to its new IT infrastructure, Tebon Securities enhanced resilience significantly. The company gained new copy and snapshot capabilities for backups, and ramped up data security, helping it to guard against interruptions to service.



**Reduced time to add new IT resources from a minimum of three months to less than one day**



**Drives up hardware utilization while saving on floorspace, power consumption, and network capacity**



**Supports the business with exceptional service continuity, enabled by greater system resilience**

<sup>1</sup> Data provided by Tebon Securities Co. Ltd.



“The financial industry values stability and security. The Lenovo ThinkAgile HX platform—powered by high-performance 2nd Gen Intel® Xeon® Scalable processors—helps us maintain these two values at all times, increasing efficiency and enabling our business users with high-performance IT services.”

**Tang Hui**

Technical Leader of "Tebon Financial Cloud",  
Information Technology Department, Tebon Securities

## What will you do with Lenovo ThinkAgile HX solutions?

The Data-Centered out-maneuver competitors with Lenovo smarter infrastructure solutions, powered by Intel®.

[Explore Lenovo ThinkAgile HX Solutions](#)



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