

Technology | Poland

# Atman offers flexible, market-leading data center services with Lenovo

Atman

Using Lenovo ThinkSystem servers, powered by AMD EPYC™ processors, Atman enhances its client offerings and improves its agility and environmental performance, and becomes the first company in Poland to achieve Lenovo Cloud Service Provider status.



# 1

## Customer background

### Who is Atman?

Headquartered in Warsaw, Poland, Atman provides data center services to more than 2,100 domestic and international clients. Launched in 1991, the company offers dedicated servers, co-location solutions, public and private cloud, and managed IT services. Atman was the first service provider in Europe to achieve the EPI-DCOS certification, recognizing the outstanding quality of its data center operations.

Grzegorz Modras, Presales Team Manager at Atman, explains: “Our long-term target is to become the leader in the data center and cloud market in Central and Eastern Europe. To achieve this goal, we are expanding our infrastructure, improving capacity, reliability, and sustainability.”



## 2 The challenge

While Atman has seen demand for compute resources rise in recent years, client requirements have become increasingly complex. Changes to software licensing models have led clients to prefer tailored server configurations that balance performance with cost-efficiency, rather than simply selecting the most powerful options available. Satisfying these requests created challenges for Atman.

Grzegorz Modras continues: “Previously, we purchased servers from a local distributor, but this meant that we were limited to using standard hardware configurations. Delivery times for new equipment were also too long: on one occasion, the distributor didn’t even know if our order would arrive on the next shipment from the manufacturer. There was a danger that the delays and lack of flexibility would impact the quality of our client services, so we began to search for a new hardware supplier.”

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“We wanted a **more agile procurement model**, working directly with a manufacturer rather than just a distributor. More specifically, we looked for a partner that would allow us to **modify the configuration of new servers**, which would enable us to offer **greater flexibility** to our clients.”

Grzegorz Modras

**Pre-Sales Team Manager, Atman**

## Forging a new partnership

To support its growing operations, Atman decided to adopt the Lenovo Cloud Service Provider model, which provides access to customized hardware, consultancy, and integrated supply chain solutions. In the first stage of the collaboration, Atman selected Lenovo ThinkSystem SR665 and SR645 servers, powered by AMD EPYC™ 7003 and 9004 Series processors, to expand its customer offerings.

“Our initial conversations with Lenovo were very productive,” notes Grzegorz Modras. “They organized workshops and presentations that showed how we could tailor their solutions for our clients. It quickly became clear that Lenovo could offer real partnership rather than just supplying hardware.”

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### Hardware

Lenovo ThinkSystem SR665  
Lenovo ThinkSystem SR645  
AMD EPYC™ 7003 and 9004 Series processors

### Services

Lenovo Cloud Service  
Provider program

# 3

The  
solution

## Ensuring integrated data center operations

Following in-depth testing and validation processes, Atman worked with Lenovo engineers to implement the servers at its Warsaw data center. The key stage in the deployment was integrating the company's own infrastructure management portal with Lenovo's administration solutions.

Marcin Szyszkowski, Product Manager at Atman, notes: "Unlike many service providers, we manage our entire server environment through our own portal. The Lenovo team not only helped us to integrate the new Lenovo hardware with our existing processes, but also added valuable new functionality. Throughout the deployment, Lenovo offered excellent support: as well as helping us obtain certification as a Lenovo Cloud Service Provider, their specialists ran training sessions with our engineers that increased their professional skills and competencies."

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“One key advantage of our status as a **Lenovo Cloud Service Provider** is that we enjoy **early access to new technologies** at the Lenovo Innovation Center in Stuttgart, Germany. We can trial next-generation solutions then build them into our client services, helping us to stay **a step ahead of competitors.**”

Grzegorz Modras

**Pre-Sales Team Manager, Atman**



# 4

## The results

With the Lenovo partnership, Atman has successfully streamlined its procurement model for new server equipment. Rather than relying on a distributor to source hardware, the company now works directly with Lenovo—helping to shorten delivery times and bring new client services to market faster. Crucially, Atman can request specific server configurations from Lenovo to meet evolving client requests.

“As an authorized Lenovo Cloud Service Provider, we have access to server configuration tools that allow us to create the right setup for each client. We can now offer them much more flexibility, finding the right balance between performance and cost-efficiency,” adds Marcin Szyszkowski.



Enables more flexible, tailored services



Shortens delivery times for new servers



Boosts sustainability and innovation



## 4 The results

### **Building a resilient, stable infrastructure**

Many enterprise clients rely on Atman's services to run their mission-critical application workloads. The Lenovo solutions, powered by AMD EPYC™ processors, provide the high levels of stability and resilience they need to maintain non-stop operations, as Grzegorz Modras confirms: "The Lenovo equipment simply doesn't break down. This is important for all our clients, but especially those where downtime leads to direct loss of revenues."

Furthermore, the training and support from Lenovo are enabling Atman to offer unbeatable levels of technical assistance. Whenever clients encounter issues with servers, Atman completes the repairs and maintenance within a four-hour window—faster than many original equipment manufacturers.

## 4 The results

# Boosting environmental performance

With Lenovo, Atman has also taken an important step on its sustainability journey, as the new hardware features energy-efficiency features, such as hexagonal ventilation holes that provide more efficient airflow, helping to save energy. “The workmanship and quality of the Lenovo servers are excellent,” notes Marcin Szyszkowski.

Finally, the AMD EPYC™ processors have helped Atman reinforce its status as an innovator. “Demand for AMD EPYC processors is growing rapidly,” explains Grzegorz Modras. “During 2024, we used AMD EPYC processors in 60% of our server offerings, which we estimate to be double the market norm. Once again, we were ahead of the trend.”

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“We are proud to be **the only Lenovo Cloud Service Provider in Poland**. Our partnership with Lenovo enables us to meet rising client demand for **tailored server configurations** and ensures we have a more **resilient supply chain** for new hardware. Previously, we never knew if or when we could source new components for our clients; with Lenovo, we know exactly when we will receive our equipment.”

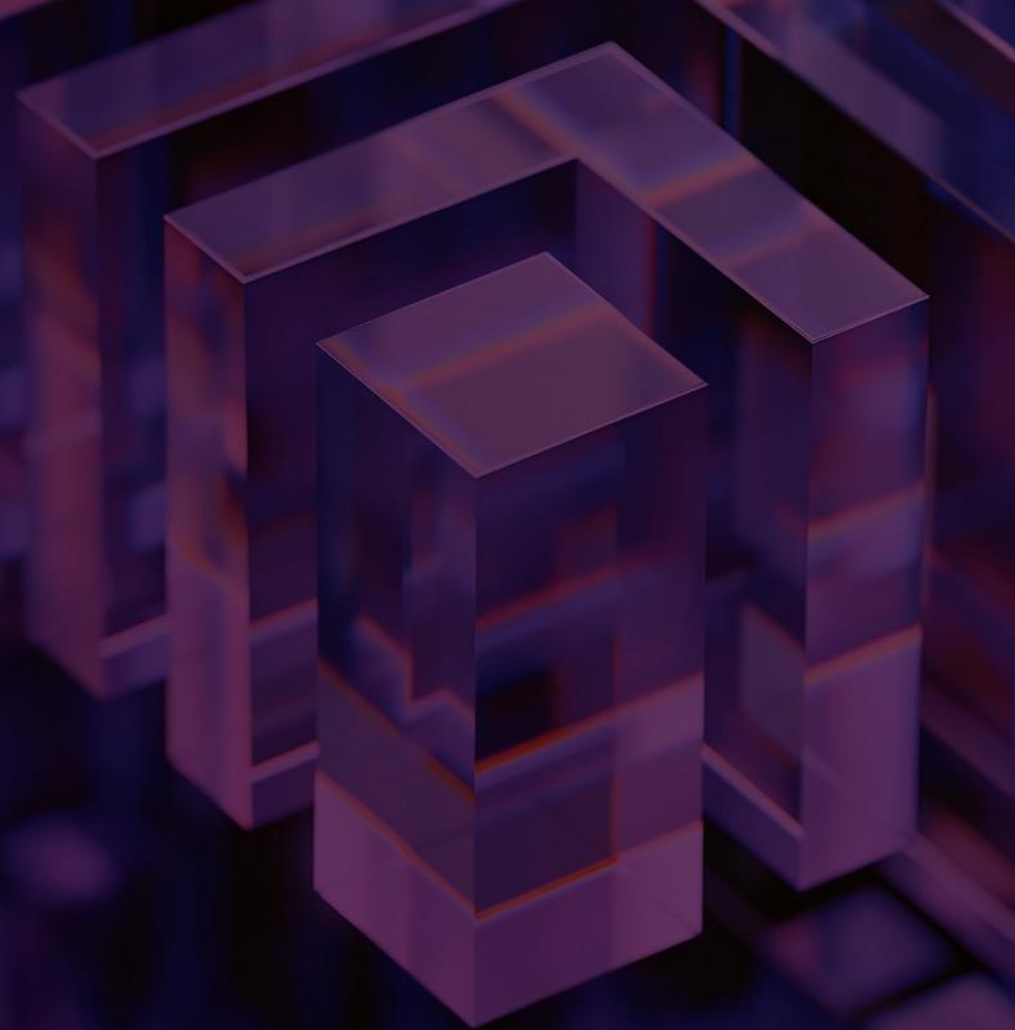
Grzegorz Modras

**Pre-Sales Team Manager, Atman**

# Why Lenovo and AMD?

Atman shortlisted six leading hardware vendors, before running extensive tests to compare their solutions. “We ran the servers at full load, and only Lenovo and AMD delivered consistent performance,” notes Grzegorz Modras. “The intuitive management was another plus. We’ve also used Lenovo arrays to support our private cloud services, so we knew their hardware was extremely reliable.”

The Lenovo Cloud Service Provider collaboration model was another factor behind the decision. “The speed and reliability of Lenovo’s supply chain and the ability to customize hardware configurations were so important,” adds Grzegorz Modras. “These would deliver real competitive advantage for us.”



# How can IT service providers satisfy evolving client requirements?

Working with Lenovo, Atman improves the resilience, availability, and sustainability of its infrastructure, and offers clients more flexibility.

**Explore Lenovo ThinkSystem Solutions**

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