



CASE STUDY:

# Future-proof, hyper-convergent infrastructure at the Mario Negri Institute



**ISTITUTO DI RICERCHE  
FARMACOLOGICHE  
MARIO NEGRI · IRCCS**

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## COMPANY PROFILE

Founded in Milan in 1961, the Institute of Pharmacological Research Mario Negri (IRCCS) is a non-profit biomedical research institute. The Institute is structured into ten departments whose work covers areas such as oncology, neuroscience, renal and cardiovascular disease, pharmacology and molecular medicine, bioengineering, epidemiology, and the relationship between the environment and public health. The IRCCS has over 50 laboratories and 700 employees working at the Milan, Bergamo and Ranica sites.



## OBJECTIVES

### A new role for IT

"Over the years, IT has become increasingly important to the organization, acquiring a well-defined identity. We are no longer merely a support division, but a central department in innovation processes," explains Lorenzo Marco Rossi, IT Manager at the Institute. "For several years, we have been thinking about upgrading our IT infrastructure to better support the applications that underpin our clinical trials. With the pandemic, this decision became imperative, since the development of Covid-19-related projects highlighted the inadequacy of the technologies, especially in relation to new workloads. We therefore had to change our approach to obtain immediate benefits, while creating a project that is open to future developments".

New priorities included:

- Ability to maintain the previous VMware environment
- Always-on systems and performance
- Scalability
- Rapid migration to new infrastructure without impacting services
- Respecting the available budget

## SOLUTION

"Ricoh," stresses Massimo Vitali of the IT department, "has created a hyper-convergent VMware infrastructure, overseeing, in a totally transparent and 'painless' manner, the transition from the old to the new architecture, without any kind of disruption to users. Thanks to Ricoh's approach, we managed to partially preserve the previous environment by gradually migrating the services that required higher performance".

Areas already migrated to the new environment include e-mail, Active Directory, clinical trial applications and the Italian Multiple Sclerosis Register. This latter research tool is particularly critical as it contains sensitive data that must be accessed by external organizations in a secure and compliant fashion.

The IT infrastructure built by Ricoh can also support the Institute from this standpoint, since it is based on the highest security standards.



## CHOOSING A NEW PARTNER

“When we decided to develop the new architecture,” explains Davide Bazzi of the IT department, “we obviously involved several suppliers and we asked each of them to develop a project that not only had to meet our needs, but also had to be strictly within our available budget. Ricoh achieved this without sacrificing the quality or performance of the new environment and managed to build appropriately sized infrastructure based on our requirements”.

The partner’s most appreciated aspects include:

- Consultative approach: to develop the project, a detailed analysis of the state of the systems and bottlenecks was carried out
- Skill and expertise in designing the new environment
- Ability to support the organization at all stages

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With the pandemic, we realized that we needed to change our approach to IT infrastructure by delivering a design that was open to future development.

*LORENZO MARCO ROSSI  
IT MANAGER  
ISTITUTO MARIO NEGRI*

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## BENEFITS

- Project completed on schedule to allow the Institute to quickly address the new situation
- Hyper-convergence and scalability
- Phased migration as required
- Services always available to users
- Data Security
- Automated activities and processes
- A single point of contact for managing all aspects

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