Farmaplus' Technological Bet:
Efficiency and Savings with VergeIO and Belite

verge.io

Gerardo Tapia, CEO & Founder of Belite, explains how the company supported Farmaplus in modernizing its infrastructure through a solution based on VergeIO. The implementation optimized resources, reduced costs, and ensured operational continuity during a critical phase of growth.

Farmaplus was facing a critical challenge: modernizing its technological infrastructure to support its expansion across the country. With increasingly demanding operations and a data center running on a traditional hypervisor, the company needed a solution that could improve operational efficiency, reduce costs, and ensure business continuity. That's when Belite, together with Future Workers, proposed an innovative platform: Verge IO.

Matorras (IT Services Manager), Guido Sadovsky (Infrastructure Lead), and Ignacio Santo Brito, absent with prior notice (Infrastructure Analyst) from Farmaplus, along with Diego Piron (Commercial Manager at Future Workers) and Gerardo Tapia (CEO & Founder of Belite).

THE CHALLENGE: SCALING WITHOUT DISRUPTION

"Farmaplus is currently in a phase of national expansion, which is why they began making strong investments in technology, both in hardware and software," explained Gerardo Tapia, CEO & Founder of Belite, to ITSitio. In this context, the company was looking for a technology partner who could not only guide their investments but also ensure the efficient use of available tools. The existing data center, based on a traditional hypervisor, no longer met the new business needs, creating limitations in scalability, efficiency, and costs.

From Farmaplus' side, Christian Juárez Matorras, IT Services Manager, agreed with the initial assessment: *"We needed a robust, reliable platform with growth potential to meet the evolving needs of the business—one that could also fit the company's budget."*

Tapia recalls that Belite's mission was clear from the start: *"As a technology partner, our goal was to help them choose the right investments in order to make the most efficient use of the available technology."*

THE SOLUTION: VERGEIO AND ITS vSAN ADVANTAGE

To address these needs, Belite proposed an infrastructure based on VergeIO, a software-defined platform that radically simplifies data center management. One of the pillars of this solution was its vSAN system, which allows for efficient and secure data management—ideal for the critical workloads handled by Farmaplus.

Representatives from Belite and Farmaplus gathered during the project planning phase.

"Verge is a truly comprehensive product, but without a doubt, the core of the solution is its vSAN: how it manages data efficiently and securely. This is crucial for Farmaplus, as the company's most critical systems, including databases, run on the virtual platform," explained Tapia.

In addition to the technical benefits, the proposal also brought significant financial relief for Farmaplus. *"Verge not only offers tremendous technical potential, but it also enabled them to achieve substantial savings in licensing and hardware,"* added Belite's CEO.

FIRST IMPRESSIONS: FROM SKEPTICISM TO CONFIDENCE

Despite Verge IO's advantages, the initial reception from Farmaplus wasn't immediate. Tapia admits there were doubts: *"There was some skepticism, you could say. We're talking about a solution with a solid track record in the U.S., Europe, and Asia, but still quite new to the Latin American market."*

However, from Farmaplus' perspective, the attitude was more enthusiastic. *"We were very excited to innovate in this segment, to be part of the first experience in Argentina, and to contribute to the development of the solution,"* said Juárez Matorras.

To overcome this initial barrier, Belite's technical team worked closely with the client, demonstrating in practice how the platform could meet the business's challenges. *"We worked hand in hand with our technical team to show the solution's value and potential—and why it was a smart bet,"* Tapia stated.

AGILE AND SMOOTH IMPLEMENTATION

One of the standout aspects of the project was the simplicity and speed with which the implementation was carried out. Thanks to a Greenfield architecture and the use of Dell R760 servers, the migration was completed without complications.

The Implementation of Verge IO Revolutionizes Farmaplus' Infrastructure, Improving Efficiency and Reducing Operational Costs.

"The process itself is extremely simple. As with any new implementation, some network requirements need to be met, but not much more. In the case of Farmaplus, the solution is set up on a Greenfield cluster based on Dell R760 servers, which really made the job much simpler," said Belite's CEO.
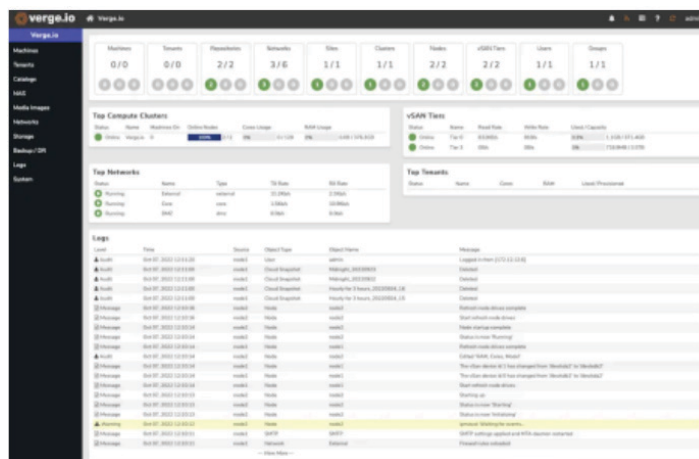
From the arrival of the infrastructure for the nodes, the entire process took two weeks, according to Juárez Matorras. *"So far, the experience has been very satisfying, along with the support from the FW (partner) team and the FP infrastructure team, as we've also been working on other projects and services,"* he added.

This ease of deployment not only reduced implementation times but also minimized the operational impact during the process.

CURRENT SITUATION AND NEXT STEPS

Farmaplus has successfully completed Stage 1 of its VergeIO deployment and is now evaluating the next phase—building a disaster recovery (DR) site to further enhance resilience.

"We are currently in the monitoring and control stage of some workloads. If everything goes well, we can consider the implementation closed and begin populating it," said Juárez Matorras.

Verge IO, the software-defined infrastructure platform, is the core of the solution implemented at Farmaplus to optimize the management of critical data.

A TECHNOLOGY THAT SIMPLY WORKS

Belite's experience in implementing Verge IO for Farmaplus can be summed up in one word: simplicity. Both in the deployment and the migration, the platform demonstrated that well-designed technology can be easy to adopt and extremely powerful.

"Simple, both the implementation and the migration. When the technology works, there's not much more needed," concluded Gerardo Tapia.