



The Challenge With Computing Today



Cost of acquisition



Information security



Cost of software deployment and maintenance



Cost of hardware deployment and maintenance



Manageability of multiple applications



Complexity and vulnerability to attack



IT CHALLENGES



Total Cost Of Ownership

Look beyond the purchase cost of IT, at the overall running cost over a period of time



Securing Data & Applications

Information security, theft and lost prevention are critical to organisational success



Remote Access to Critical Applications

Employees need access to ERP, CRM, email and other business applications from everywhere – home, client location and on the road



Leveraging Existing Infrastructure

It is not possible to throw away all our current equipment and software, and buy everything new

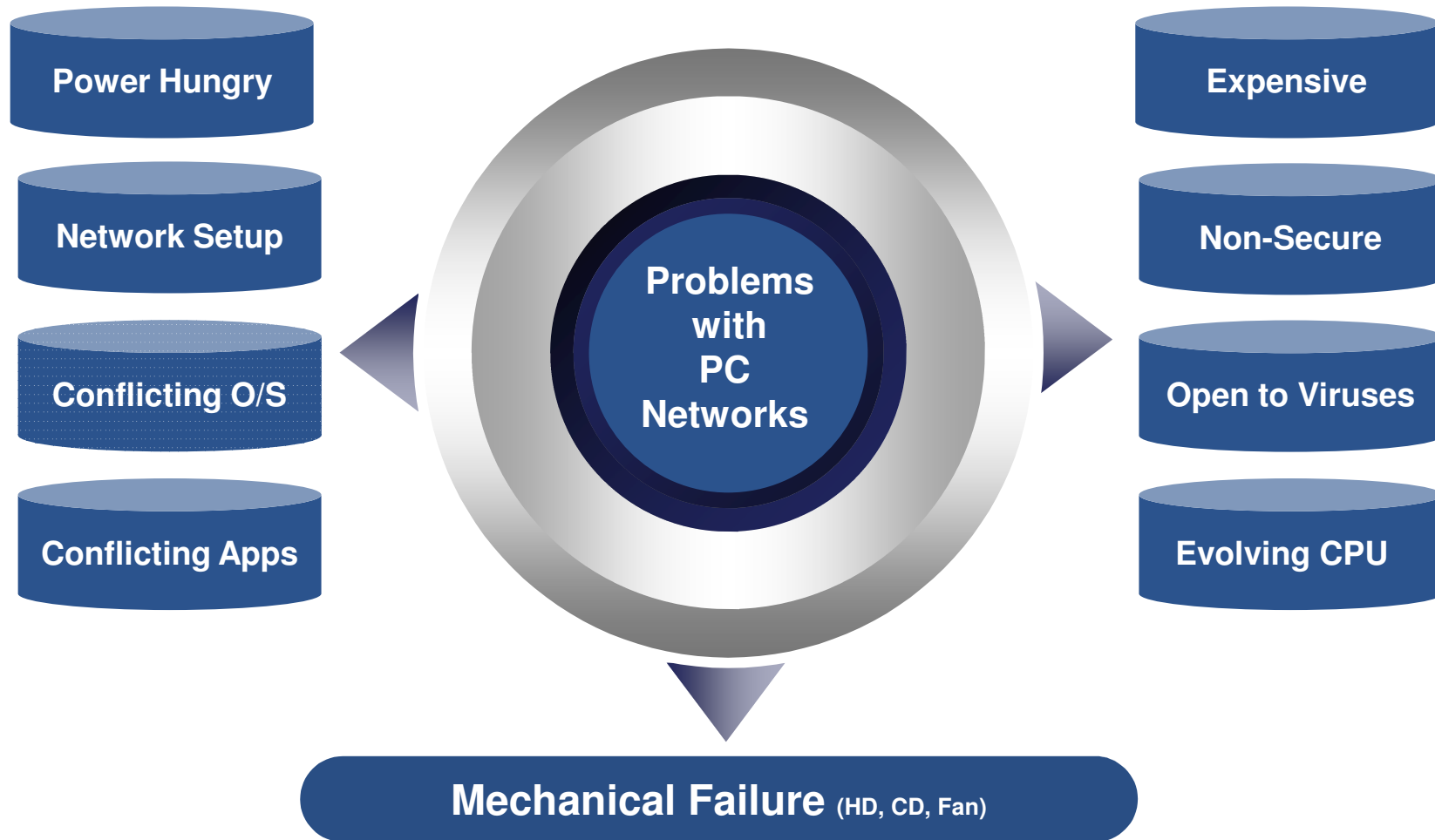
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What is TCO?

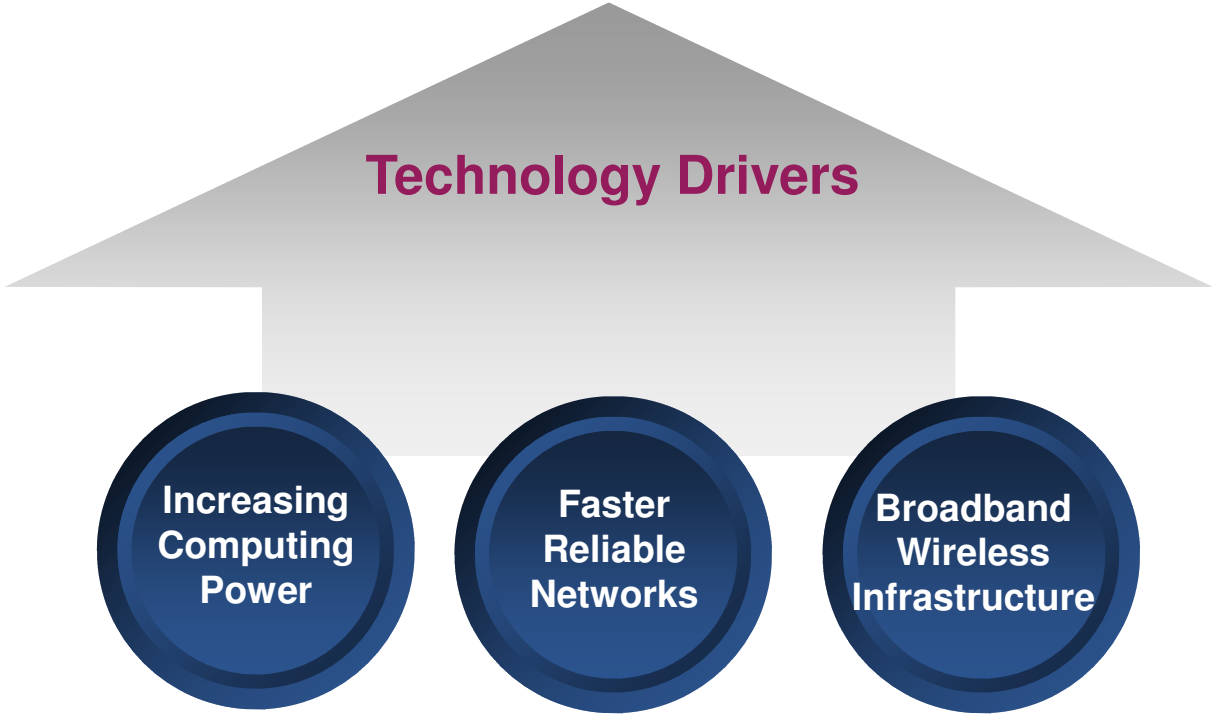
TCO stands for Total Cost of Ownership.

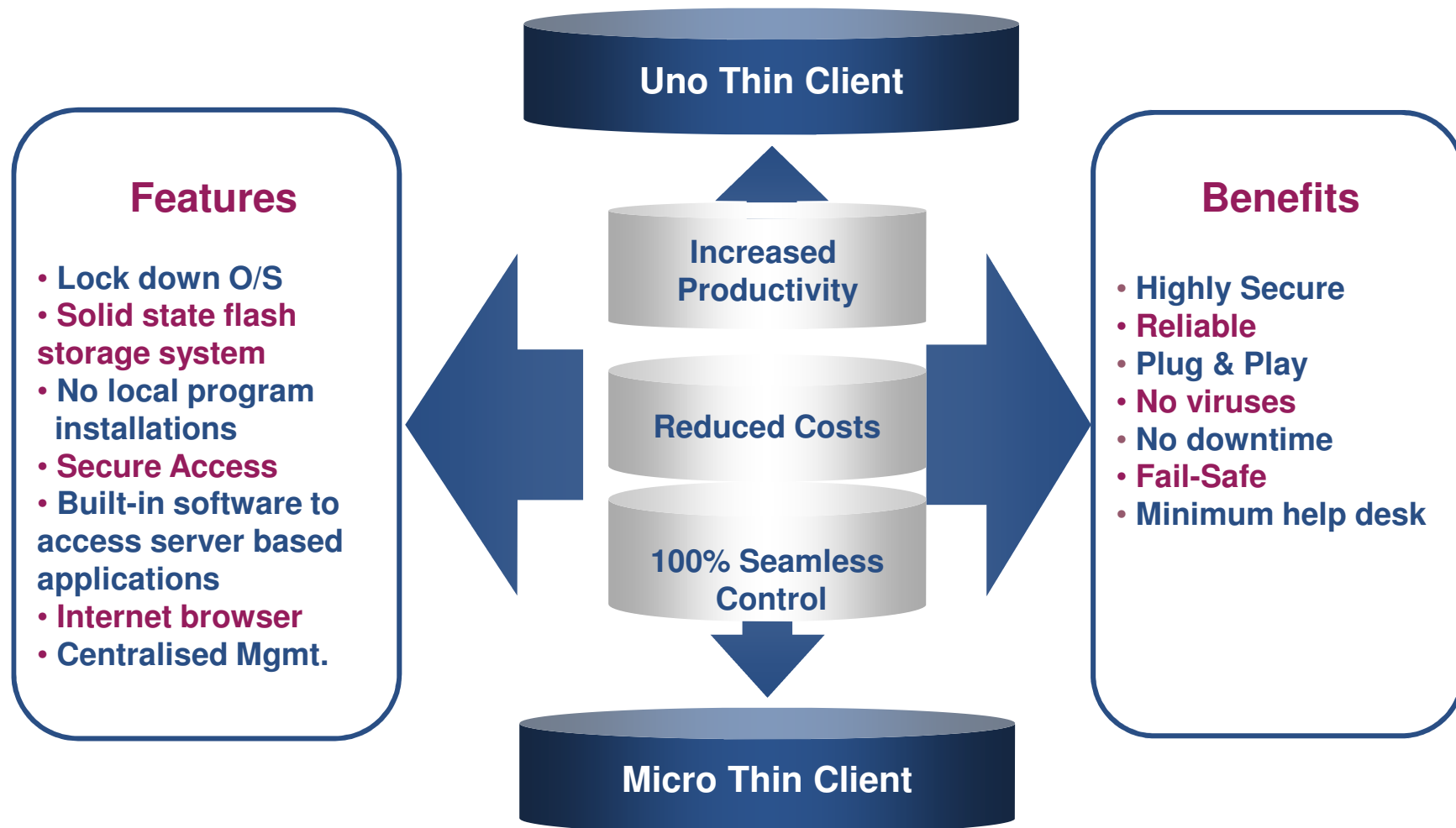
The TCO approach is about reducing not just the purchase cost, but also operational costs of IT. This includes virus and malware security, backup, OS crashes, application installation, upgrade management, network support and upgradation, support engineers costs, power bills, software license cost, hardware obsolescence, etc .





Server Based Computing

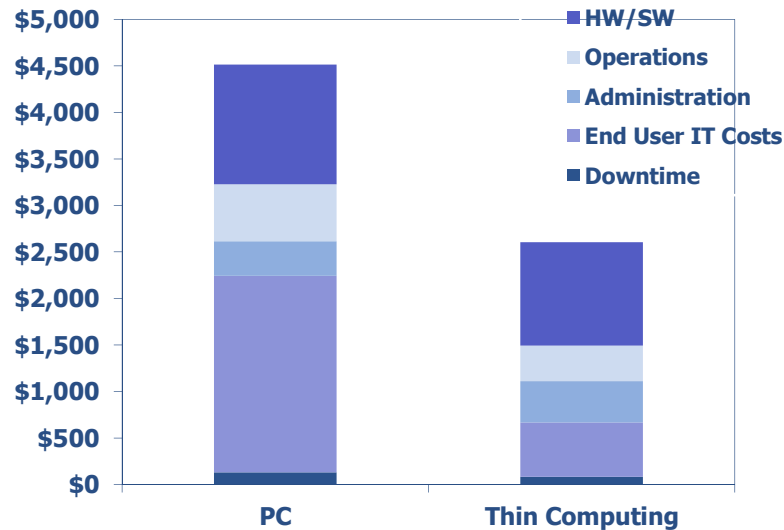






Thin Computing Addresses the Challenges

Cost Benefits



40%

Reduction
HW and SW
costs

29%

Reduction
IT operations
costs

88%

Reduction
worker
downtime

78%

Increase
IT staff
productivity

Business Benefits

Security / Privacy

Compliance

Manageability

Reliability

Rapid Deployment

Power/Noise/Cooling

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Improve Total Cost of Ownership

Reduce cost, Improve performance



Cost Reduction

Energy Savings

Thin Clients use an average of 85% less energy (avg. 15watts vs. 120 watts)

IT Management

Typically management & support accounts for more than 70% of your ownership costs

Thin Clients last longer

No moving parts (fan, hard drive) mean less maintenance issues – MTBF greater than 8 years

Thin Clients are less Expensive

Reduction in acquisition costs for computing devices

Improved Performance

No 'Maverick' software

Software is loaded and managed in the Datacenter.

Instant on

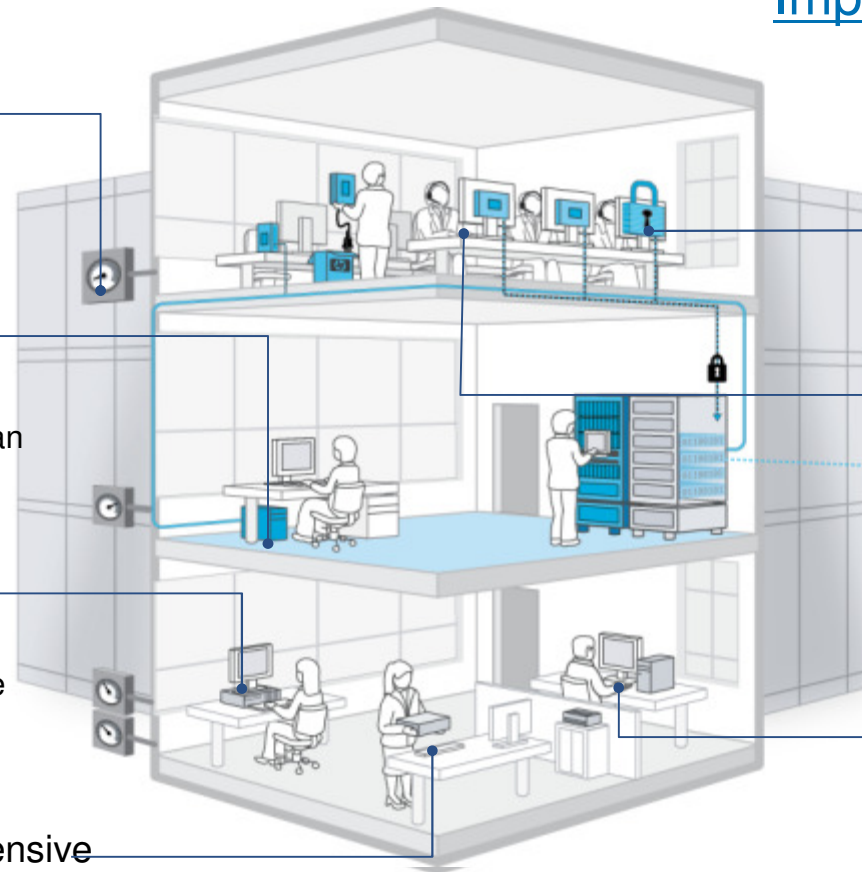
Thin Clients offer 'quick booting to reduce wait time'



Offsite backup.

Reduced Noise

No Fan or hard drive means less noise



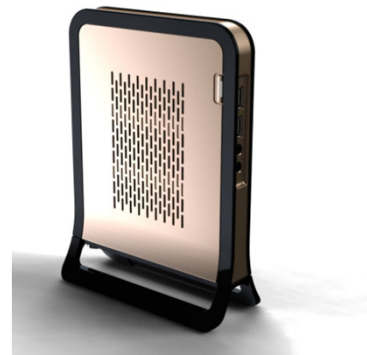
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Green Computing



- Reduce energy usage by up to 90%
- Less materials used in manufacture
- Lower transportation costs
- Longer service life
- Fewer parts to recycle
- 90% reduction in e-waste
- Reduce requirement of UPS, generator , air conditioning, furniture and other infrastructure by upto 85%
- Fit more computers in the same space, leading to more efficient real estate utilisation.

Thin



15-25 watts

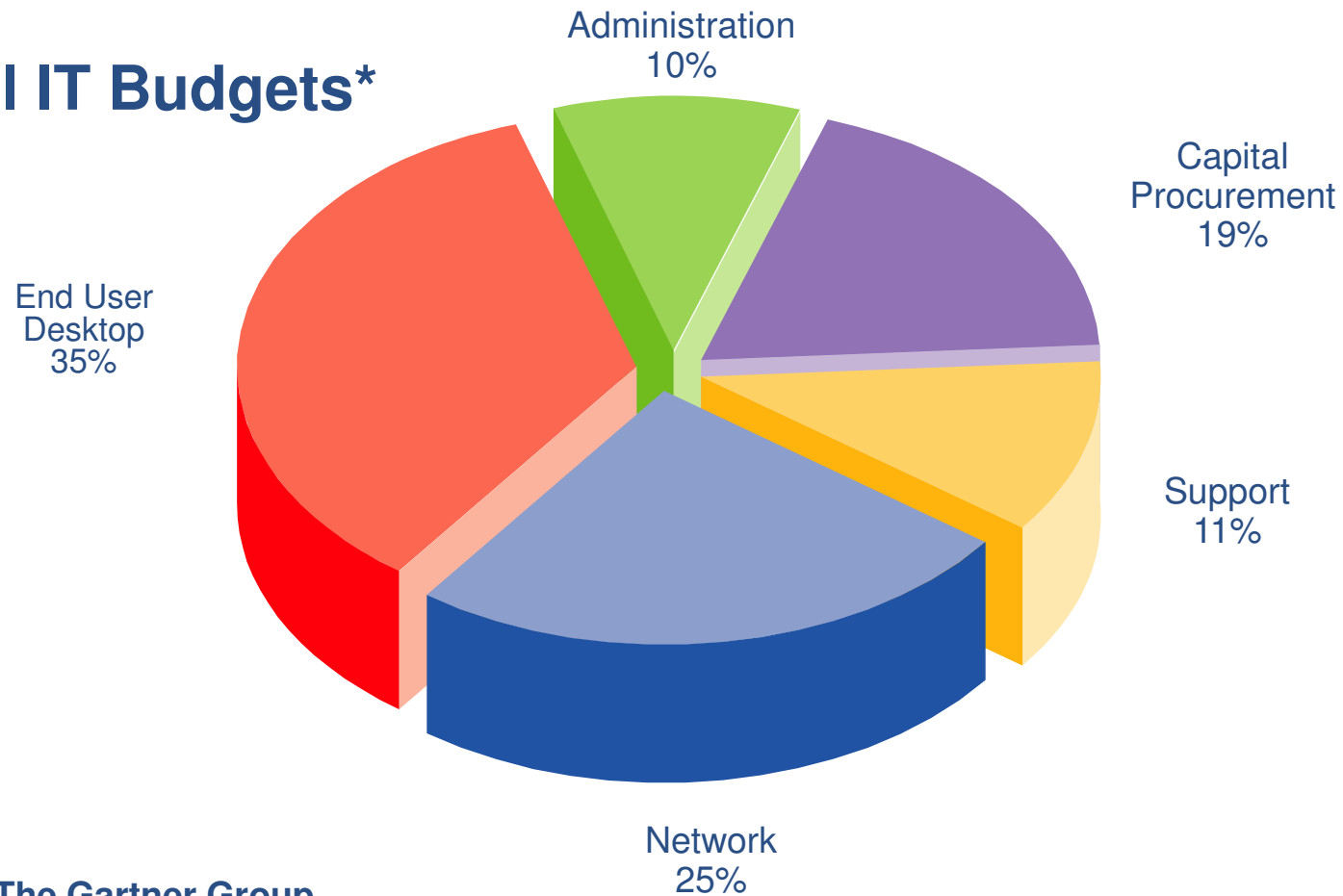
PC



120-180 watts



Typical IT Budgets*



*Source — The Gartner Group

Opportunity to reduce costs all-round

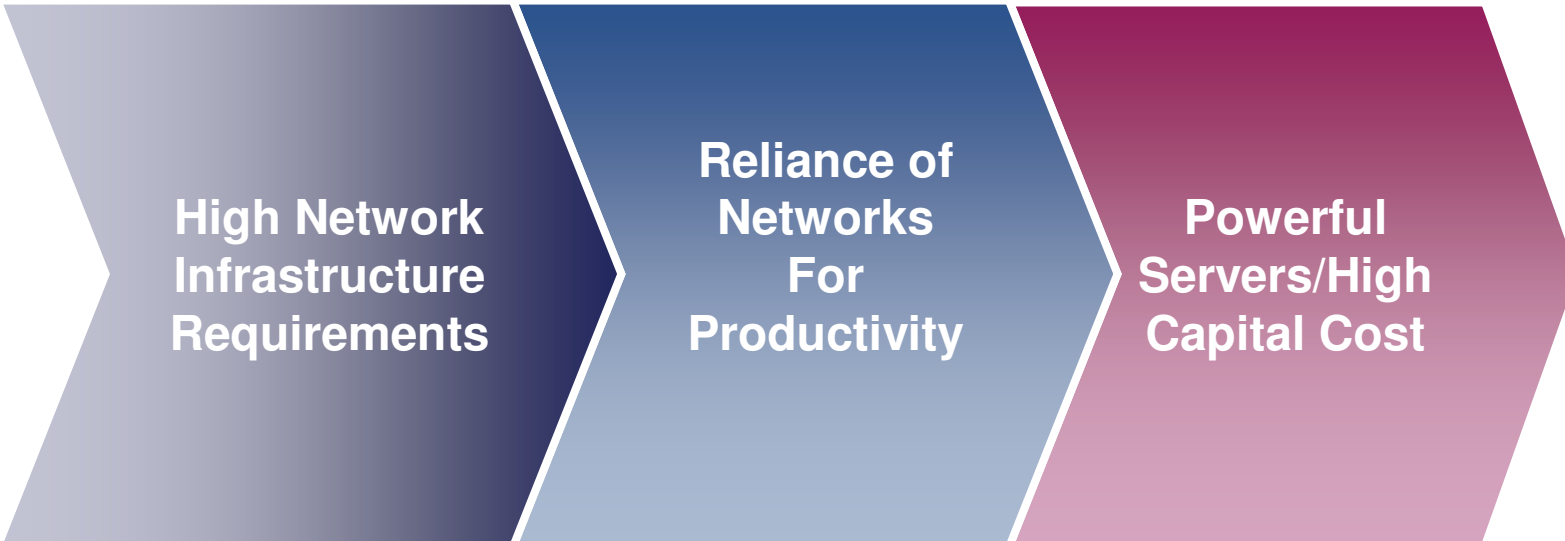


Perceived Misconceptions of Thin Client Computing

Misconception 1

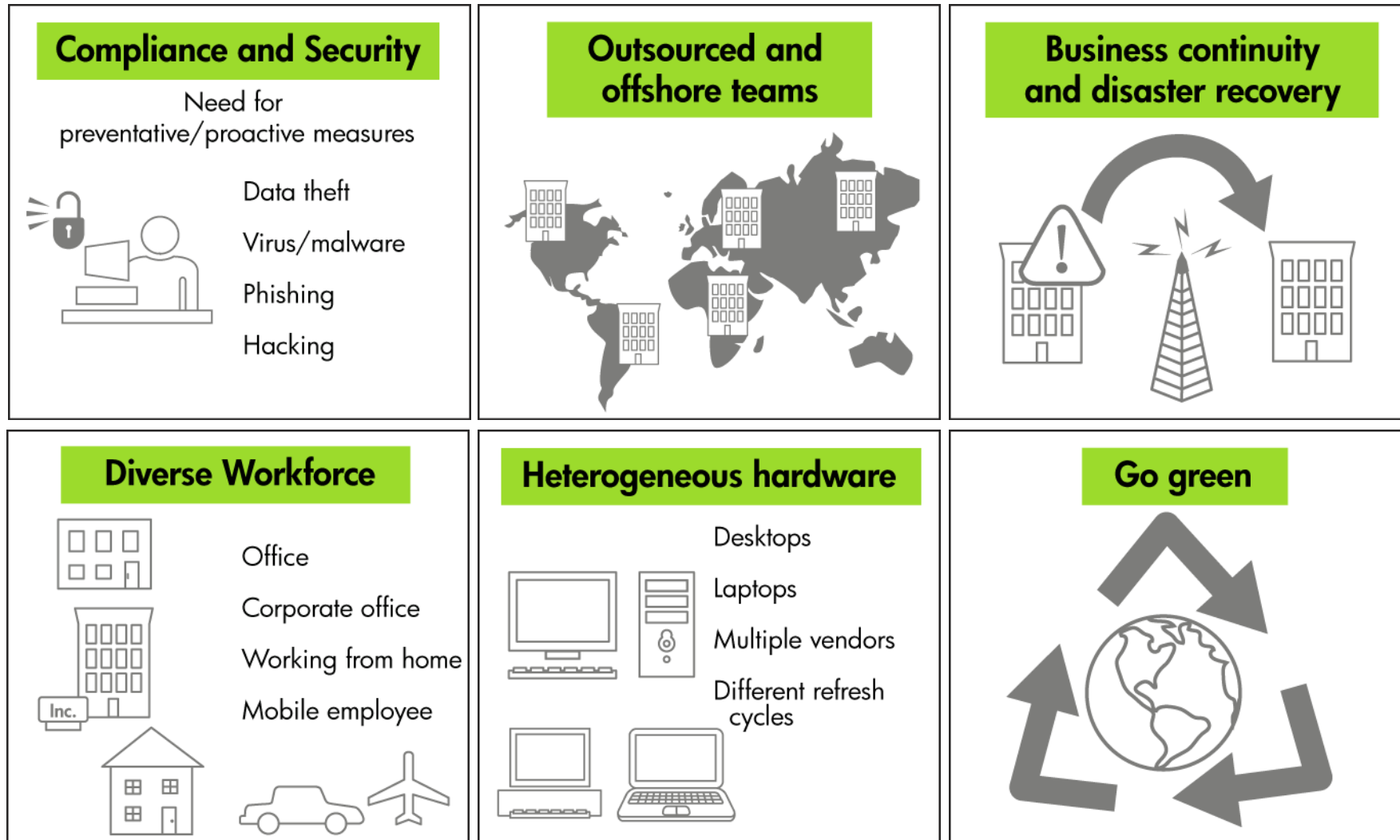
Misconception 2

Misconception 3





Larger organization have bigger challenges





Research Identified Key Customer Pain Points

- Application Compatibility
- Improve PC Manageability – Drive down TCO in the OS
- Flexible Computing Models
- Diagnostics and Help Desk
- Protect Data in lost or stolen machines
- Make PCs safe to use – anywhere, anytime
- Software Asset Management



The Vision: The Optimized Desktop

Delivering the most cost effective and flexible desktop computing solution



Agile

- ▶ Accelerate deployment
- ▶ Maximize accessibility
- ▶ Flexible computing



Centrally Managed

- ▶ Application mgt
- ▶ Patch mgt
- ▶ Diagnosis & Repair
- ▶ Asset management



Locked Down

- ▶ Control access
- ▶ Enhance interoperability
- ▶ Protect and recover data
- ▶ Identify threats



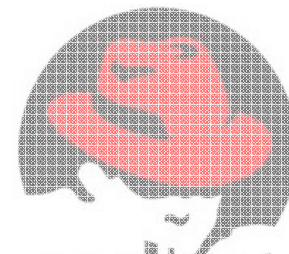
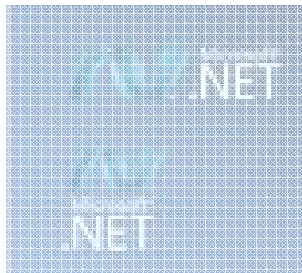
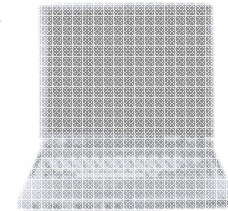
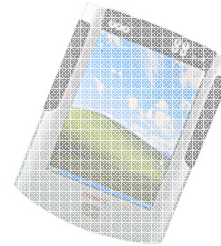
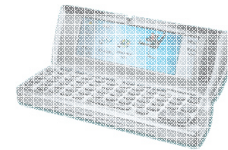
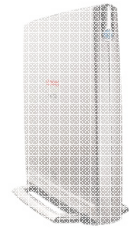
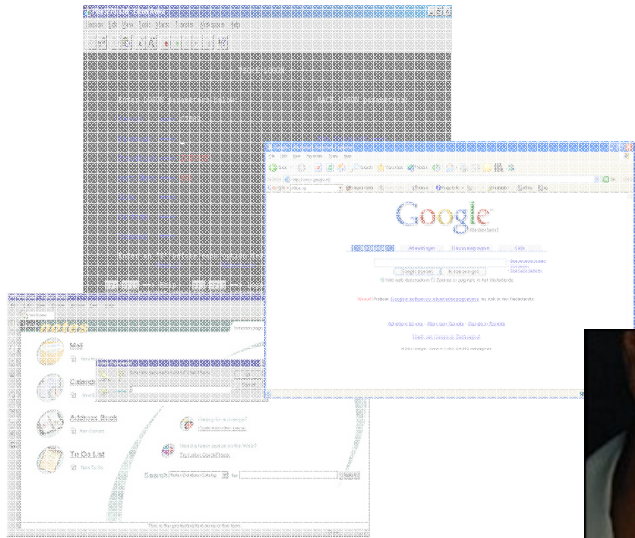
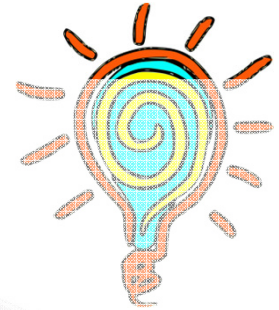
Cost Effective

- ▶ Reduce Helpdesk cost
- ▶ Real time asset mgt
- ▶ Maximize productivity

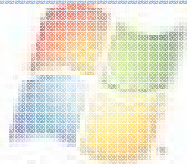
Make the vision a reality with Thinvent's Centralized computing solutions.

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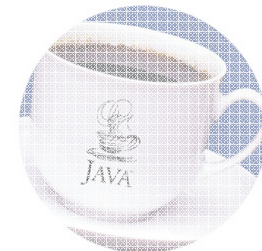
Increasing Complexity of Environments



redhat



Windows Server 2008
Hyper-V





Thin Client Server-based Computing Solves IT Challenges

