

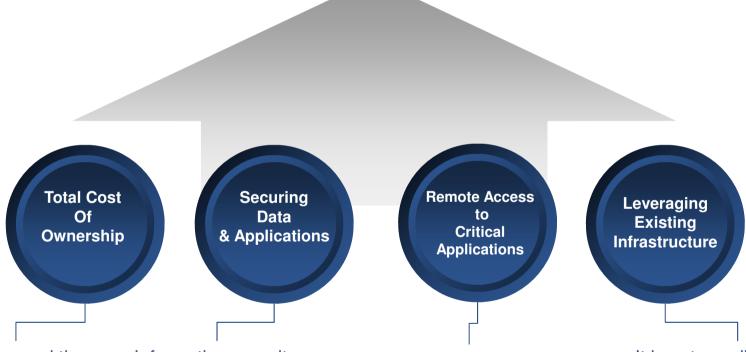


The Challenge With Computing Today

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



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

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

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

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

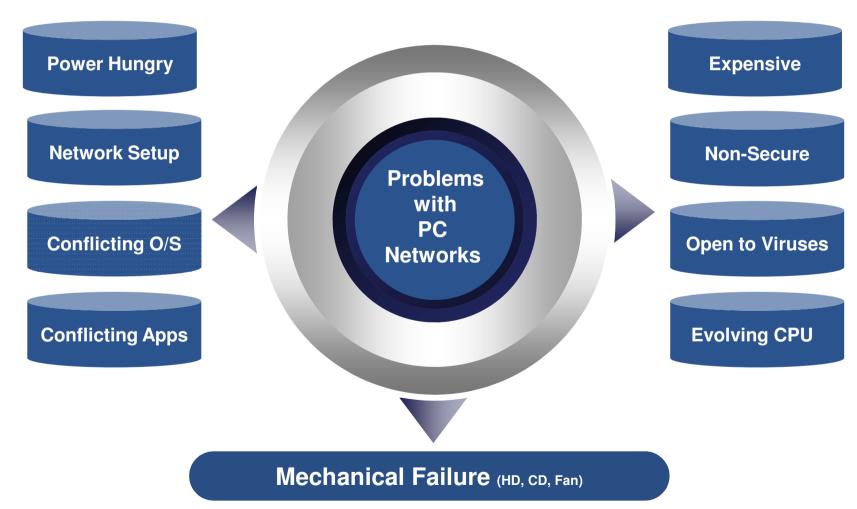
What is TCO?



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

Technology Drivers

Increasing Computing Power

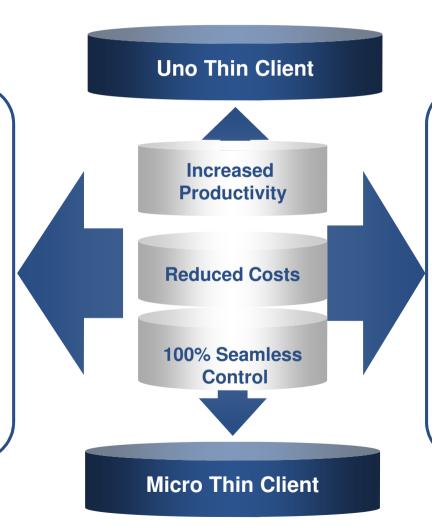
Faster Reliable Networks

Broadband Wireless Infrastructure



Features

- Lock down O/S
- Solid state flash storage system
- No local program installations
- Secure Access
- Built-in software to access server based applications
- Internet browser
- Centralised Mgmt.



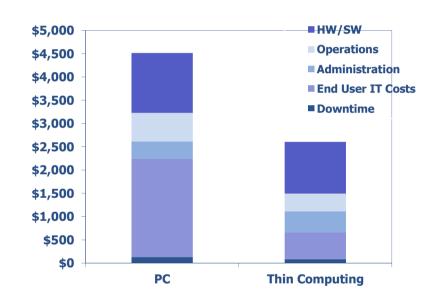
Benefits

- Highly Secure
- Reliable
- Plug & Play
- No viruses
- No downtime
- Fail-Safe
- Minimum help desk



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

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



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

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.

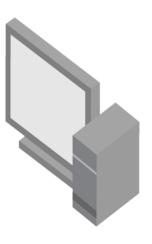


Thin



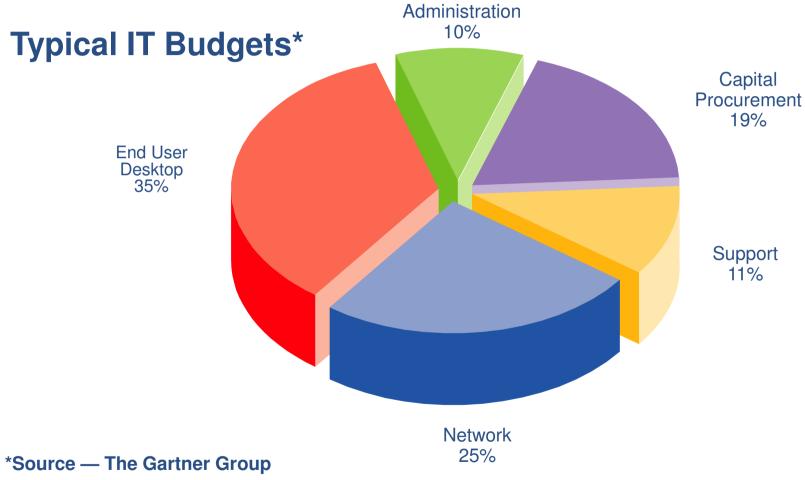
15-25 watts

PC



120-180 watts





Opportunity to reduce costs all-round





Perceived Misconceptions of Thin Client Computing

Misconception 1

Misconception 2

Misconception 3

High Network Infrastructure Requirements

Reliance of Networks For Productivity

Powerful Servers/High Capital Cost

Larger organization have bigger challenges

Compliance and Security

Need for preventative/proactive measures



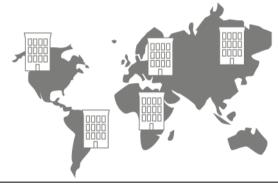
Data theft

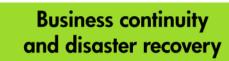
Virus/malware

Phishing

Hacking









Diverse Workforce



Office

Corporate office

Working from home

Mobile employee



Heterogeneous hardware

Desktops



Laptops

Multiple vendors

Different refresh cycles







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.

Increasing Complexity of Environments







Thin Client Server-based Computing Solves IT Challenges

Management Access Performance Security

- Deploy, manage, update, and support in less time from one location.
- Make installations, updates, additions once on the server.
- Control end user desktop
- Reduce helpdesk

- Universal Application Access
- Business-critical applications on the Internet/Intranet. PC's, Windows Servers, DOS PCs, MAC, Linux
- No rewrites.
- Run anywhere

- Bandwidth Independent
- Blazing LAN Speed
- Efficient use of WAN
- LAN-like performance Over WAN & Dial-Up
- Specialized "bad app" Detection prevents CPU Lock Up

- Data and applications stay on network – never downloaded.
- Users worldwide can access the same centralized info.
- Incorporates Win Security
- Data encryption
- Master Application Execution
- Logon attempt limits