



Customer Success Story

Client virtualized its application environment to enhance sales staff productivity, & cut IT costs with ATEM Corp.'s Citrix Solution implementation expertise

www.theatem.com

Client: Drug Manufacturer
Industry: Pharma
Location: California
Employees: 100,000

Project: Virtual Access
Duration: 8 Months
Hardware: Citrix Presentation
Server - IBM Blade Servers and
e-Series servers
Software: .Windows server
2003; MS Active Directory

Business:

Client's mission is to discover, develop and successfully market innovative products to prevent and cure diseases, to ease suffering and to enhance the quality of life.

Challenges:

Enhance Sales team's productivity by delivering business applications to their mobile applications. Needed a solution to help IT effectively deliver and manage applications from the datacenter instead of having to managing every individual desktop.

Solution:

Citrix Presentation Server deployed to efficiently manage applications from the datacenter and to ensure high performance of applications regardless of the device or connection type. Citrix was chosen because of reliability and scalability. Users through a web interface with personal authorization connected to applications portal using Active directory. After which using personal authorization enabled users to use applications and access databases. A roaming user profile was enabled increase data security and to promote confidentiality

End Benefits:

By virtualizing business applications and groupware, the Citrix solution optimized application delivery and security Huge reduction in IT costs materialized from the fact that installation, patch management, and distribution/ modification of application turned out to be more convenient and fast Sales staff's productivity increase

ATEM Corp.

North America

275 Saratoga Avenue
Suite 260 Santa Clara, CA 95050
Phone: (408) 600 3300
Fax: (408) 985 9699

ASIA PACIFIC

CHENNAI

71/2 McNichols Road, II Floor
Chetpet, Chennai, TN 600 031
Phone: +91 (044) 3994 0800
Fax: +91 (044) 4285 9006

BANGALORE

No. 10, 100 Feet Ring Road,
BTM 1st Stage,
Bangalore KA 560 068
Phone: +91 (080) 4120 1512
Fax: +91 (044) 4285 9006

Email: info@theatem.com
www.theatem.com