



Customer Success Story

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

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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 Software Solutions.

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