

**GRAPHON DELIVERS LOW-COST, ON-TIME PERFORMANCE
FOR INDIA'S SECOND LARGEST AIRLINE.**



***Air Deccan Lowers Cost and Speeds ROI by Web-enabling
ERP Application with GO-Global Server-Centric Solution.***

Customer Solution at a Glance

Company Profile: Founded in 2003, Air Deccan is India's fastest growing airline, handling almost one million passengers per month.

Business Need: Air Deccan needed Web-enabled access to its ARMS airline management ERP application without the expense and complexity of Citrix or WTS.

GraphOn Solution: With GraphOn's server-based GO-Global® for Windows solution, Air Deccan employees can now access the ERP application from any location, any platform.

Results:

- Easy application access from anywhere
- Reduced bandwidth requirements
- Improved application performance
- Lower cost and better ROI

Air Deccan is the second largest airline in India. The carrier operates the largest airline network in the country, spanning 61 airports and 300 flights per day.

To maintain its leadership position and manage its rapid growth, Air Deccan relies on the feature-rich ARMS airline management enterprise resource planning (ERP) application.

As India's first low-fare airline, Air Deccan pioneered the concept of e-ticketing in India, as well as ticketing via mobile phones. As such, Air Deccan also wanted to take full advantage of the Internet by providing its employees with Web-enabled access to the mission-critical ERP system.

After determining that Citrix and Windows Terminal Services were too expensive and too complex, Air Deccan deployed GO-Global to instantly Web-enable the ERP application.



Access to Applications Anywhere.

Web-enabled Remote Access

To accommodate its rapid market expansion, Air Deccan – the fastest growing Indian airline – needed an easy and inexpensive way to access the mission-critical ERP application from remote locations using a variety of client workstations.

The airline first evaluated Citrix Presentation Server and Windows Terminal Services (WTS), but found these alternatives to be overly complex and expensive.

Taking off with GO-Global

Instead, Air Deccan deployed GO-Global for Windows, the fast, simple and affordable Web-enabling solution. Without having to touch a single line of application code, the company was able to instantly publish the ARMS Windows-based application to the Web. The result? Easy, high-performance access from any authorized client.

That's because GO-Global is optimized for reliable, secure, scalable application delivery to virtually any network-attached device,

“GO-Global is a very easy-to-use tool for Web enabling applications. The solution is very cost effective and offers much better ROI than other alternatives.”

Col. Arvind Saksena
Chief Information Officer
Air Deccan

regardless of the location, platform or operating system.

“The GO-Global implementation and roll-out was extremely easy for our IT staff and users,” said Col. Arvind Saksena, CIO at Air Deccan. “The product does not require any complex set-up

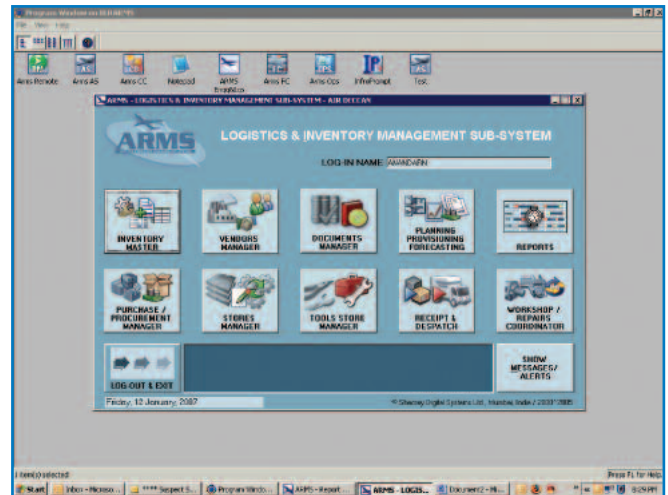
procedures and it is very easy to use. GO-Global reduced our bandwidth requirements while eliminating the need for Citrix or WTS. It provided excellent value for the money.”

Server-based Computing

Air Deccan now runs the ERP application on their central Windows server along with the GO-Global server software. Local and remote users access the application from a variety of desktop and laptop computers. Each user simply runs a small GO-Global thin client which is totally invisible. The ERP application looks and feels exactly the same as if it were running locally.

Desktop Delivery vs. Application Delivery

With Citrix or WTS connectivity, the entire desktop is delivered over the network to each user. This means that users have a different experience and see a different overall screen than they are used to seeing. With GO-Global, only the application interface is published across the network, not the entire desktop. This not only improves performance, it also allows Air Deccan to avoid re-training costs as users retain their familiar desktop look and feel.



With GO-Global, Air Deccan users can now instantly access their centrally-running ARMS application from any location.

RXP Protocol Delivers On-Time Performance

By incorporating GraphOn's exclusive, patented RXP protocol, GO-Global is much faster and offers greatly improved data compression as opposed to other solutions. The result is near LAN-like performance, even over low-bandwidth connections.

In conclusion, Col. Saksena stated that “GO-Global has helped us reduce our bandwidth, speed up the ERP application at the client end, and avoid the pain and expense of a lengthy, complex implementation and maintenance of a traditional remote connectivity solution.”



Access to Applications Anywhere.

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