

## INTERNATIONAL HOTEL GROUP ENJOYS THE BENEFITS OF CENTRALIZED, SERVER-BASED COMPUTING.



### *Hoteles Globales Migrates from Character-based Linux Applications to Windows-based, Server-Centric Solution with GO-Global.*

#### **Customer Solution at a Glance**

**Company Profile:** As part of Grupo Optursa, Hoteles Globales operates 47 international hotel properties with total sales in excess of 100 million Euros. The company employs over 3,500 people. For more information, visit [www.hotelesglobales.com](http://www.hotelesglobales.com).

**Business Need:** Hoteles Globales needed an efficient way to run centralized Windows client/server applications from remote thin clients.

**GraphOn Solution:** By deploying GraphOn's GO-Global® for Windows solution, the hotel group enjoys the many advantages of server-based computing.

#### **Results:**

- Easy application access from any location, platform, and operating system.
- Reduced bandwidth requirements.
- Rapid deployment of new clients.
- Scalable, cost-effective growth.

Headquartered in Palma de Mallorca, Spain, Hoteles Globales has over 30 years of hotel management and tourism experience. The company operates hotel properties in popular Spanish tourist destinations such as the Balearic and Canary Islands, and Costa del Sol. Additional hotels are located in Nicaragua, Argentina, Belgium, and Switzerland.

Hoteles Globales has had previous experience with server-centric computing, so when the hotel group migrated from character-based Linux applications to new Windows-based, client/server applications, they wanted to retain the inherent benefits of a centralized environment.

After evaluating both Citrix and Windows Terminal Services, the company selected GO-Global for Windows from GraphOn Corp.



**Access to Applications Anywhere.**

## Staying Centralized

“Hoteles Globales wanted a straightforward, cost-effective solution that would allow them to run their new Windows-based hotel management applications in a centralized environment which could then be accessed from remote locations using thin clients,” said David Ribera Diaz of Sistemas de Acceso Interactivo (SAI), GraphOn’s distributor in Spain. “The hotel’s client/server applications include accounting, purchasing, stock control, human resources, and more.”

Previously, the hotel group had been running centralized, character-oriented Linux applications which were accessed remotely via traditional telnet clients. With the move to Windows-based, client/server applications and a graphical user interface, the company decided it made good business sense to retain the many benefits of centralized computing.

“In a centralized environment, application deployment and support are handled at the central site, not at individual dispersed desktops,” explained Diaz.

**Optursa**



HOTELES GLOBALES

### Hoteles Globales IT Infrastructure

**Servers:** IBM xSeries 336 server running GO-Global server software; IBM x3650 server running applications and data.

**Published Application:** Windows-based client/server hotel management applications, including accounting, purchasing, inventory and HR.

**Client OS:** Windows XP.

**GO-Global Thin Client:** Native Windows clients.

## Checking out the Thin-Client Alternatives

To meet the requirements for server-centric, Windows-based computing, Hoteles Globales evaluated three well-known product solutions:

- Microsoft Windows Terminal Services
- Citrix Presentation Server
- GraphOn GO-Global for Windows

**“GO-Global has a good reputation for being fast and consuming low bandwidth. We were delighted to discover that our experience with the product met these expectations.”**

Miguel Ángel Mestre  
IT Manager  
Hoteles Globales

“In the final analysis, we selected GO-Global because the solution was easy to deploy and use, was very fast, and fully met our needs at an attractive price,” said Miguel Ángel Mestre, IT Manager at Hoteles Globales. “We were equally impressed by other GO-Global advantages such as near-zero administration, reduced bandwidth requirements, built-in security, and scalability for easy growth.”

### A User-Friendly Solution

The GO-Global server-centric solution is totally invisible to the users. No changes are necessary to the applications. Each



*Hoteles Globales is a modern hospitality company offering leisure services with a personalized touch and attention to detail that ensure guest satisfaction.*

uses simply runs a near zero-footprint thin client. Centrally-running applications thereby appear on each user’s desktop exactly as if they were running locally.

While Hoteles Globales decided to use GraphOn’s native Windows thin clients, GraphOn also offers Web browser plug-ins and Java thin clients.

### Moving Forward

“We are very happy with our decision to deploy the GO-Global solution, as are our users,” concluded Mestre. “In addition to our existing applications, we are now in the process of deploying front office and back office applications via GO-Global as well, and we look forward to an even greater return on investment in the near future.”



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