

## GRAPHON DELIVERS HIGH-PERFORMANCE SOLUTION FOR MARIOFF.



### ***GO-Global Solves Windows Application Access Challenges for Fire Protection System Manufacturer.***

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

**Company Profile:** Founded in 1985, Marioff is the world's leading supplier of water-mist fire protection systems.

**Business Need:** Marioff needed an easy, efficient way to access a new, robust version of the Windows-based iScala ERP application from older PC clients at an off-site facility.

**GraphOn Solution:** Thanks to the server-centric GO-Global® for Windows solution, Marioff users now have fast, reliable, secure access to the iScala application.

#### **Results:**

- Eliminates the need to purchase new PCs and additional bandwidth.
- Improves performance and user satisfaction.
- Provides full-function remote printing capabilities.
- Simplifies deployment and support.

Headquartered in Finland – and with offices and subsidiaries spread across the globe – Marioff is the developer and manufacturer of HI-FOG, the world's foremost line of water-mist fire protection systems for computer and telecom installations, hotels, cruise ships, metro rail lines, industrial gas turbines, and heritage buildings.

As a major manufacturer, Marioff relies on the iScala Enterprise Resource Planning (ERP) client/server software from Epicor running at its headquarters in Vantaa, Finland. An off-site facility in Kerava, Finland, with 40 PC clients is linked to the headquarters site via a 10 MBps leased line.

When Epicor recently released a new, enhanced version of iScala, Marioff realized that the new client software required more bandwidth and higher-performance PCs than those currently deployed at the remote facility.

Rather than purchase new PCs and additional bandwidth, Marioff turned to GO-Global for Windows for a fast, simple, and affordable solution.



**Access to Applications Anywhere.**

“When upgrading to the new version of iScala, we were faced with the possibility of having to upgrade our network connection and replace the PCs at our Kerava site in order to accommodate the added functionality,” said Pentti Maki, IT Support Manager at Marioff.

To save time, money and IT resources, Marioff decided to investigate application publishing solutions to see if there was a way to access the enhanced ERP application using the existing IT infrastructure.

The company looked at Citrix Presentation Server and Microsoft Windows Terminal Services (WTS), but ruled out these alternatives due to their complexity and cost.

“A colleague suggested we take a look at GO-Global,” said Maki. “We evaluated the solution and found it to be an ideal match for our requirements, so we decided to run a proof-of-concept benchmark test.”

### Parallel Benchmark Test

Since the ERP upgrade was performed as a new installation on a separate server, Marioff was in the position to test and evaluate GO-Global in parallel with the existing production environment.

“During the testing period, we found GO-Global to be very stable and easy to manage,” continued Maki. “Printing was one of our most important considerations, since this can typically be a problem from a complex ERP system. GO-Global was able to deliver complete printing functionality.”

GO-Global’s performance in the benchmark was excellent. “The new, robust version of iScala actually ran faster on a slow PC with GO-Global than did the old iScala client,” reported Maki.

### One-Day Roll Out

Based on the successful benchmark test, Marioff decided to go with GO-Global. The company was pleased to discover how simple and pain-free it was to roll-out the new application access solution.

“Implementation was very easy and straightforward, and the entire roll-out was completed in only one day,” said Maki. “Users were quite pleased with this rapid deployment since there were no breaks or interruptions in their workflow.”

---

**“Thanks to GO-Global, we were able to roll-out our ERP application upgrade quickly and smoothly. Additionally, GO-Global extended the lifecycle of our older PCs.”**

Pentti Maki  
IT Support Manager  
Marioff

---

### Improved Performance

The improved application response time was due to GO-Global’s unique architecture. GraphOn’s patented RXP protocol eliminates the need to install WTS. On each PC, an ultra-thin client delivers the application seamlessly with a completely native user interface.

While Citrix and WTS utilize the RDP protocol and screen bitmap technology to publish the entire desktop, GO-Global uses RXP to publish only the application’s user interface. This highly efficient method provides for faster performance and easier administration.

Marioff users at the Kerava site now see 100% of iScala’s functions and features on their PCs, as though the application were running locally. And unlike Citrix and WTS, only keystrokes and mouse events are transmitted from the clients back to the server, further improving performance.

### Lower TCO

GO-Global’s centralized application deployment reduces operating costs and support, lowers bandwidth consumption, and eliminates retraining costs.

“Now application upgrades are installed only in one place,” added Maki. “There is no need to visit each user desktop.”

What’s more, Marioff was pleased with GraphOn’s cost-effective concurrent licensing model. This saves money and eliminates the need to dedicate scarce IT resources to managing seats.

Looking towards possible future uses, Maki concluded, “We have eight subsidiaries and perhaps we’ll be able to offer them services more easily from our site via GO-Global.”

### Marioff Infrastructure

**Server:** Windows Server 2003 Enterprise Edition running on an HP ProLiant 3 with dual 2.8 GHz CPUs and 3 GB RAM.

**Published Application:** iScala ERP software from Epicor.

**Client PCs:** 40 HP PCs, different models ranging from 1 to 3 GHz, 256 KB to 1 GB RAM, all running Windows XP.

**GO-Global Client:** Native Windows near-zero-footprint thin client.

**Connectivity:** Company LAN with GO-Global clients connecting over 10 MBps leased line from Kerava to headquarters in Vantaa.



**Access to Applications Anywhere.**

5400 Soquel Avenue, Suite A-2  
Santa Cruz, California 95062 USA  
1.800.GRAPHON or 603.225.3525  
Fax: 831.475.3017 • Email: sales@graphon.com  
Europe: +44.1344.668534

© 2007 GraphOn Corporation. All rights reserved. GraphOn, the GO logo, and GO-Global are trademarks or registered trademarks of GraphOn Corp. All other trademarks belong to their respective owners.