



## Case Study



## Equipping factories with VDI and video-optimized PCoIP Zero Clients

*"Five factories needed to be up and running in the shortest time possible... The complete roll out of the Praim P9002 took less than 2 weeks"* Tony Coleman, Jablite & Styropack Limited ICT Manager.

The Jablite Group is the largest, independently-owned manufacturer of expanded polystyrene (EPS) products for the insulation and packaging sectors. The Jablite and Styropack businesses have five manufacturing sites in the UK stretching from Aberdeen down to Ford on the Sussex coast and an annual turnover of £45 million. The companies supply a wide range of BBA-certified insulation products for roofs, walls and floor and, packaging for food, production, white goods, pharmaceutical and horticulture sectors.

### Goal

- 5 factories stretching from Scotland to the South coast of England
- 50 Sun Ray 2 to replace with new video-optimized Thin clients
- A centralized Terminal Server infrastructure to migrate to new VDI technology

### Challenge

- Lowering maintenance
- Lowering management time
- Improving IT efficiency and simplicity
- Improving end device performance and overall user experience with dual screen capability

### Solution

- Praim P9002e Zero Client
- VMware Horizon 6.0
- Windows 10 Virtual Desktops
- Teradici Management console

### Results

- Lowered power consumption
- Lowered maintenance costs
- Improved capability and sustainability
- Improved flexibility and speed of deployment/configuration
- Improved overall IT efficiency

### The initial situation

In April 2015, the Directors of Jablite and Styropack successfully completed a management buyout to take over ownership of the two businesses from The Netherlands-based Synbra Group. This change in the ownership meant an investment in an entire new ICT Infrastructure was required for the new business. Jablite and Styropack's ICT Manager, Tony Coleman was determined to do more than just replicate the current set up, he wanted to take the opportunity to drive improvements in efficiency by upgrading and updating systems and hardware.

### The need of new and high performance technologies

At Jablite and Styropack, users were connecting to a Windows 2003 server hosted in the Netherlands using Sun Ray 2 thin clients. The buyout brought the opportunity of a greenfield IT project to build a new server infrastructure and configure new high performance thin clients.

The limitations of the previous infrastructure were tied to an old Terminal Server environment with shared resources and applications, as well as old Sun Ray 2 thin clients lacking dual screen capabilities and video performance. For the users operating in sales and finance, with daily needs for flexibility and high performance, the situation was unbearable and needed a change.



Tony Coleman, ICT Manager  
at Jablite & Styropack Limited

The users of thin clients were 50 but the total number of devices in use were 75. In some case, users had two Sun Ray thin client on the desk to simulate a dual screen capability.

This clearly affected the user experience but it also increased IT costs and management as well as maintenance time expenditure.

### VDI was a natural progression for Jablite and Styropack

Since they had been using RDS based solution and thin clients, when part of Synbra BV, VDI was a natural progression. An essential role and responsibility to determine the directions for the new IT project was taken by Cutter Group, one of the world's leading suppliers of virtualised computing solutions and Praim Premier Partner.



Styropack - Intelligent Packaging

### VMware Horizon and Praim P9002e the way to go

The final choice for the new infrastructure was VMware Horizon 6.0 bundled up with latest Windows 10 virtual desktops and Praim P9002e Teradici units to deliver the best performance for video contents and improve user experience with dual monitor capability. Praim units come in small and smartly designed form factor that includes the powerful Tera2 chipset. Each zero client also delivers power savings for Jablite and Styropack. The 8 watt endpoints can yield to big energy savings compared to other thin clients or normal PCs.

VMware solution was a big step ahead as users can access their personal Windows 10 virtual desktops with their own applications. The new VDI system allow 120 concurrent connections, bringing a bigger flexibility for the roaming necessities of those users requiring following-me session between different devices.

Tablets and laptops complete the estate of devices providing users with an increased mobility and higher availability and accessibility of their resources. Whether they work from home or around the company, desktops are accessible from any device.

### The right solution and the right partner for a better support and quicker deployment

The adoption of zero clients brought a big reduction in the operating costs. The savings started immediately with simpler deployment and configuration requirements, making it faster to introduce the new endpoints. The roll out of the Praim zero clients took place in less than 2 weeks.

These are very efficient deployment times if compared to normal PC installations, and translate into less down times for the company and the users as well as an improved overall IT efficiency. Compared to standard PCs, zero clients can save an average of 50% the time spent to configure standard fat client installation.

Praim zero clients were chosen on the recommendation of Jablite and Styropack's VDI implementation partner Cutter Group who also delivers all the outsourced services including management of both the server and endpoints infrastructure.

Comparing to the previous in-house IT management approach, this one brings big reduction in maintenance costs and an increase in sustainability and flexibility over the entire environment.

### The successful partnership of two companies

Cutter Group is part of Praim Premier Partner league. Praim Premier Partnership is the highest level of technical knowledge that Praim dealers are encouraged to gain. Cutter is well known among its customers for its high level of knowledge and support. Their agnostic approach is a warranty for customers looking to receive an unbiased advise that suits their specific needs at best.

Praim and Cutter have a long, trusted relationship based on professionalism and deep engagement of both technical resources. *"For us, our partners are very important as they act as a Praim extension with customers... We are highly selective on who represent Praim out in the market as we consider our customers to be the best advocates for our business and we constantly aim at their happiness and satisfaction"* says Michele Gasparoli, Praim Channel Marketing Manager.

### Future projects

The Jablite and Styropack Group is looking to expand and there will be a requirement for more devices moving forward. *"Praim would be the device of choice going forward as it satisfies our needs"* says Tony Coleman ICT Manager at Jablite & Styropack Limited. Likewise, Praim and Cutter look forward for a growing collaboration with Jablite and Styropack and their provision of high standard products and services.



### Praim Zero Client P Series

Praim P Series, composed by Zero Client and Host card solutions with native PCoIP integrated support, delivers one of the highest performance and allow you to manage up to 4 HD displays.

### More information

#### Cutter Project Limited

The Cutter Group of companies is one of the world's leading suppliers of virtualised computing solutions. Our aim is to deliver cutting edge expertise in providing sustainable, cost-effective solutions and services delivering optimized performance of IT infrastructures. Headquartered in the UK, with subsidiaries in the Netherlands and Cyprus, the Group's reach is far and wide.

The Group has wide ranging experience across multiple sectors, with exceptional skills in providing solutions to education and both local and national government. We have a very strong reputation with a proven track record in delivery with over 40,000 desktops deployed and managed worldwide and an extensive and diverse range of virtualised server environments.



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