Global Car-Parts Manufacturer Replaces Citrix with 2X to Cut Administration and Operational Costs by up to 86%

Fisher & Company, a Michigan-based automobile seating safety systems and precision metal parts manufacturer, has chosen to deploy the 2X ApplicationServer for Windows Terminal Services in optimizing company-wide access to critical server-based applications. Use of the ApplicationServer will allow the company's users effective remote application delivery, supporting over 300 global users in company offices based in the United States, Mexico, Germany, India and Japan.

Kevin McDaid, as the company's network administrator, is responsible for guaranteeing day-to-day mission-critical software access to company employees, regardless of location. The company had previously deployed nine 2003 Citrix Presentation Server 4.5 servers for the task; yet with an initial product cost of $75,000, not including $11,000 in annual maintenance fees, Kevin became concerned with the constraints Citrix's solution placed on his IT department budget. Through his switch to the 2X ApplicationServer solution, Kevin retained all of the functionality previously provided by Citrix at a total cost of about $12,000 including maintenance fees, a saving of 86% in operational costs, freeing company resources for other uses.
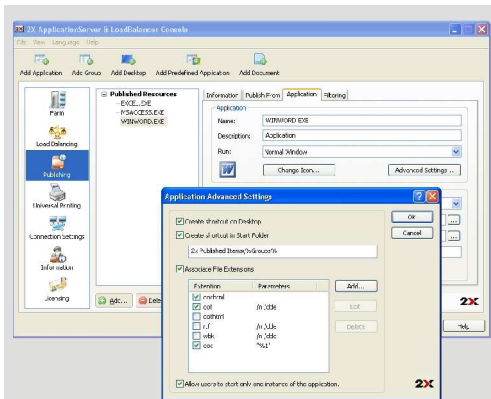
> **"The 2X team was effective in not only addressing my individual product issues, but also finding a comprehensive solution to my remote application computing needs as a whole."**
>
> *Kevin McDaid, Network Administrator, Fisher & Co*

Additional savings from 2X ApplicationServer implementation has accrued through increased server operational longevity, as Kevin remarked that by choosing a 2X solution, his **"servers can go a lot longer between reboots."** He added that he could **"add more users to each server, which means I have less servers to administer,"** not only reducing server administration and energy costs, but also saving him the time and hassle required to maintain larger server farms. Kevin was impressed with the efficiency possible through a 2X solution immediately, as ApplicationServer installation took approximately six hours, a stark contrast to the **"two days required to install our nine Citrix servers, resulting primarily from Citrix-required policy updates and modifications."**

2X Business Development Manager, Scott Sims, explained that the company was **"proud that Fisher and Company chose 2X for their global application & desktop delivery. 2X ApplicationServer protects companies from exploding software maintenance and administration costs. To stay competitive, companies are becoming increasingly dependent on flexible and secure access to their applications and data from anywhere. With centrally managed and published applications, businesses can optimize access to their network."**

2X ApplicationServer allows you to publish particular applications installed on a Terminal Server onto the desktop of a remote user. For example, you can tunnel just an accounts package onto a user's local desktop without giving the user access to a full desktop or publish a full desktop as an application on the Terminal Server.

Fisher & Co uses high-tech automated assembly processes

An example of the flexibility of 2X's products is shown in the way their solution has effectively addressed the unique facets of Fisher & Company's corporate culture. Many at the company occasionally avoid traveling to the corporate office, working instead from their respective home offices, yet still requiring full-time network support for vital tasks, such as printing critical documents. To address this potential dilemma, the 2X Universal Printing driver, which is automatically included with the 2X enterprise license, allows users in-office print capabilities regardless of location. Kevin explains that **"our printing problems have disappeared since we started using the 2X ApplicationServer with Universal Printing."** Perhaps more important is the way the 2X solution was seamlessly integrated with existing company processes, since out of the hundreds of users occasionally working from home offices, all have **"been able to map to their local printer without any problems."** Though Kevin typically expects occasional product functioning glitches, such as the fact that **"printing difficulties were a constant issue with Citrix servers,"** he was pleasantly surprised that while his cost savings were significant, the less expensive 2X solution also provided improved functionality compared to his original Citrix solution.

Kevin also appreciated the freely-distributed 2X ThinClient Operating System included with his purchase. To address specific needs within the company, Fisher & Company retained a number of custom-built computers, for which new operating systems would ordinarily have to be purchased. Utilizing the ThinClient Operating System with the 2X ApplicationServer allowed these computers to operate effectively without the need for additional operating system purchases, which Kevin estimates has saved the company **"roughly $100 per unit so far."** Though valuable in cutting corporate operating costs, Kevin sees such additional features as indicative of 2X's commitment to addressing corporate remote application publishing needs as a complete, effective solution, stating that the **"2X team was effective in not only addressing my individual product issues, but also finding a comprehensive solution to my remote application computing needs as a whole."**

The success of the 2X ApplicationServer solution with the ThinClient Operating System at Fisher & Company has encouraged Kevin to pursue increased engagement with the company to provide similar solutions in the future. Kevin states that he trusts 2X to provide him with **"effective solutions that improve and simplify server-based computing issues,"** and that he looks forward to implementing 2X products and services in the future.

About 2X Software
2X Software Ltd - 2X - is a company developing software for the booming server-based computing market. Thin client computing controls spiraling PC management costs, centralizes application and desktop management, improves security and performance and allows users to work remotely. The company's product line includes: 2X ThinClientServer, 2X LoadBalancer for Terminal Services/Citrix, 2X ApplicationServer for Windows Terminal Services, and 2X VirtualDesktopServer. 2X is a privately held company with offices in the USA, Germany, UK, Cyprus and Malta. Its management team is backed by years of experience in developing and selling network infrastructure software. 2X is a Microsoft and RedHat partner. For more information visit: http://www.2x.com