



IMI Depends on the 2X ApplicationServer for Secure Support to Israeli Armed Forces

Problem

As a supplier to the Israeli armed forces, Israeli Military Industries (IMI) is a defense systems house requiring highly-secure delivered application connections, allowing secured publishing of the company's ERP applications, including SAP, Microsoft Office and applications developed on-site. The company also uses the RDP protocol and Microsoft Terminal Server for administrator support and training classes for system users.

To support their secure application publishing demands, IMI initially chose a Citrix solution primarily due to the inclusion of their remote printing solution.

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- Motty Levy, IMI

At the time, the company saw Citrix as the only visible application delivery solution providing remote printing functionality. Yet as the company evaluated the performance of their Citrix solution, they considered Citrix pricepoints to be relatively expensive compared to other possible options. Investigating alternatives,

they recognized 2X as enabling them to receive the same application delivery and remote printing functionality as their existing solution, at pricepoints that were 70-75% lower than those quoted by Citrix.

Solution

Motty Levy, Deputy CIO of IMI, notes that the company initially installed the **2X ApplicationServer** to a small farm in one of the supplier's factories and their central office server farm. They also deployed the **2X ThinClientServer** for use in the company's user training classrooms. All servers are 32-bit, using Windows Server 2003 with no VDI infrastructure attached. He notes that he is extremely pleased with the integration of the two products to provide a powerful combined application delivery solution for IMI's desktops and thin client devices alike, highlighting the versatility of the 2X product line.

Cost-Effectiveness and In-Demand Features

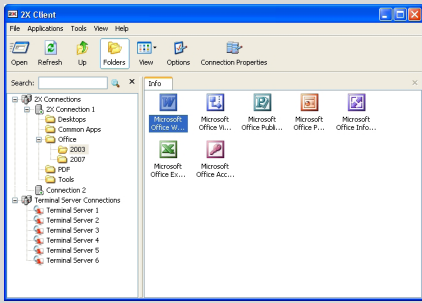
Motty emphasized the two greatest benefits from their switch to the 2X ApplicationServer to be the enhanced **cost-effectiveness** of the 2X solution, and the varied **choice of features** the product provided the company.

Cost-Effectiveness

The greatest benefit by far to IMI was the affordability the 2X ApplicationServer offered the company by increasing the flexibility of their IT budget. Motty notes that "we managed to procure the 2X solution for the price of our original Citrix annual maintenance costs, reducing our maintenance expense by 70-75% annually, while providing the same efficiency benefits as our original solution." As the company still sees areas where they can reduce their use of "fat client" solutions, Motty explained that they will seek to continue to roll out the 2X solution to reduce expenses "significantly," by reducing "required labor hours and desktop expenses." In addition, the compatibility of 2X products with existing legacy hardware meant that IMI had no need to purchase



IMI is a supplier of high-class weaponry to the Israeli Defense Forces.



The 2X ApplicationServer allows you to publish applications and manage user settings from a central location.



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additional hardware to support the solution, providing additional savings to lower the company's overall total cost of ownership (TCO).

In-Demand Features

With state-of-the-art features a necessary component of any major application delivery solution, especially one servicing a military supplier, Motty claims to be extremely pleased with the **functionality of his 2X ApplicationServer** installation, citing its "very good **load balancer**, universal printing, and easy management of published applications" as notable features. The capabilities of the company's 2X ApplicationServer solution have allowed them to be completely confident in delivering ERP applications seamlessly throughout the company.

An ancillary benefit to the features provided with their 2X solution meant that IMI could handle all necessary installation-specific modifications in-house, without needing to call the **2X support team** for assistance. Motty notes that "with 2X, we are receiving very good support in many aspects, including product installation, implementation and overall system architecture." It's therefore no wonder that the company's confidence in their 2X installation has led them to plan to roll out 2X ApplicationServer installations to other factories, to allow additional deployments of the company's SAP and Microsoft Office licenses. Motty notes that "this year, we are planning to complete installations in three additional factories, all with multiple servers, and possibly additional installations thereafter."

About 2X

2X Software Ltd develops enterprise server-based virtual computing software, enabling desktop virtualization and application streaming on personal computers and thin client devices. Its product line, which includes the award-winning **2X VirtualDesktopServer** and **2X ApplicationServer**, is easily scalable, installable, and manageable with **straightforward licensing**, resulting in product **prices** far below those of competitors. For more information, please visit: <http://www.2x.com>.

About IMI

Established in 1933, IMI is a Defence systems house, specializing in the development, integration, manufacturing, and life cycle support of modern land, air and naval combat systems. IMI's world class combat-proven systems are developed by vertically integrated expert teams, working in close cooperation with the customers, the most prominent being the Israel Defense Forces (IDF). IMI's products have been qualified with the IDF, US Military (Air Force, Army and Navy) and NATO nations. For more information, please visit: <http://www.imi-israel.com>.