



“We considered a Citrix solution, but the costs were just out of this world.”

- Jack Saponjian, Spears Manufacturing



## Spears Manufacturing Relies on Failsafe 2X Solution for Production Process Stability



Jack and the Spears Manufacturing team deployed the 2X ApplicationServer to their Windows Server 2003 32-bit datacenter.

### Problem

As a fittings and valves manufacturer, Spears Manufacturing depends on meeting extremely tight deadlines with its customers. To assist in making logistical operations and planning as painless as possible, the company anticipated storing all critical data in a central server farm, moving from a standalone desktop model to maintaining server-based network folders, with uninterrupted access provided to all employees. Users would then be able to access emails and documents stored on the network folders from any location, with network managers having the ability to change folder access permissions based on users' status. The solution would also allow users to use Microsoft Word, Excel, Outlook and AS400 accounting software remotely, publishing these and other selected apps and terminal server desktops to thin client devices.

IT Manager Jack Saponjian recounts that when he first started with Spears, at the beginning of the implementation phase, the company was “considering a Citrix solution,” but explained that “the costs were out of this world,” with licensing purchase requirements far above what the company had originally expected to pay. Jack also noted that users complained that printing with the Citrix solution was ineffective, pushing Jack to find an application delivery solution that not only offered the remote printing feature to his users, but did so at an affordable price. With this in mind, Jack began examining alternative solutions.

### Solution

After a flawless evaluation process, the company moved forward with a **2X ApplicationServer** purchase rather than a Citrix implementation, drawn to the degree to which 2X beat Citrix prices while offering the same functionality. Using the 2X ApplicationServer, Jack notes that company employees can log in to critical applications, such as Word, Outlook and more specialized packages, from remote locations with virtually zero downtime, accessed through the 2X Client on desktops, laptops and iPads. Jack explains that he's deployed the 2X ApplicationServer to a number of 32-bit, Windows Server 2003 servers so far, and is using the product alongside VMware hypervisors with no problems to speak of.

## Affordability and Enhanced Features

When describing his experience with his 2X ApplicationServer solution, Jack focused on two main benefits the implementation provided the company; the affordability of 2X products versus their competitors, and the enhanced features the the product provided the company in comparison to their original Citrix evaluation.

### Affordability

In Jack's mind, there's no question that his cost savings have dramatically improved using the 2X ApplicationServer versus any Citrix or Citrix alternative option he was offered. "Cost was a primary consideration for us," Jack explained. "If solution costs were high enough, we would simply use a regular RDP connection than choose one of the original options we considered. With 2X, we can still keep costs extremely low while enjoying the additional benefits the product provides our users over using a standard RDP connection, such as publishing individual applications rather than the full terminal server desktop." 2X cost advantages have allowed Jack to devote less of his IT budget to application delivery, leaving available funds for additional projects and relieving budgetary stress.

### Enhanced Features

Besides enjoying considerable savings with his IT budget, Jack explained in detail how the Universal Printing and Scanning feature, standard with all 2X ApplicationServer licenses, significantly improved the remote printing experience for his network users, especially in comparison to their previous Citrix experience. "Universal printing was a big plus for us," Jack noted. "We now have far fewer complaints about printing issues, showing a significant step up from what we were used to with Citrix." He also notes that users now "experience less downtime, as our Citrix servers need more frequent reboots than we now require with 2X," demonstrating a major improvement in available features from those available with Citrix, and other Citrix alternatives popularly available.

**About 2X** 2X Software 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>.

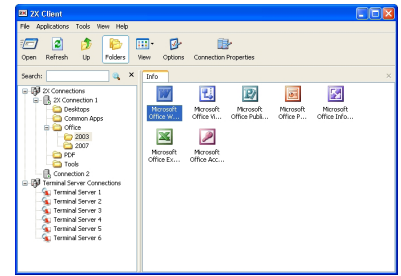
**About Spears Manufacturing** Formed from a small, one-machine shop in 1969, Mr. Wayne Spears has built the reputation of Spears Manufacturing Company on the cornerstones of providing high quality products, customer satisfaction, and superior service. Providing customers with the best of what they need, when they need it has always been central to the Spears philosophy. Today, Spears maintains over one million square feet of manufacturing facilities in four states, nine distribution centers across the USA, and worldwide product distribution to meet the needs of an ever-growing industry. For more information, please visit: <http://www.spearsmfg.com>.

2X Software, LLC - Americas  
16301 Quorum Drive  
Suite 160A  
Addison, TX 75001  
USA  
T: (+1) 866-970-6262  
F: (+1) 866-970-6464  
[sales.us@2x.com](mailto:sales.us@2x.com)

2X Software - Europe (HQ) 109,  
4th Floor  
Sir William Reid Street  
Gzira GZR 1033  
Malta  
T: (+356) 2258 3800  
F: (+1) 866-970-6464  
[sales@2x.com](mailto:sales@2x.com)

2X Software, Ltd. - UK  
Unit 2, St. John's Mews,  
13, St. John's Rd., Hampton Wick  
Kingston upon Thames KT1 4 AN  
United Kingdom  
T: (+44) 845 222 0425  
F: (+44) 845 222 0426  
[sales.uk@2x.com](mailto:sales.uk@2x.com)

2X Software - Australia  
Suite 201  
84 Alexander Street  
Crows Nest NSW 2065  
Australia  
T: (+61) 281 970 800  
F: (+61) 281 970 801  
[sales.au@2x.com](mailto:sales.au@2x.com)



The 2X ApplicationServer allows you to publish individual applications to users, rather than a full terminal server desktop.

