



Telfair County Schools Trusts 2X for Educational Excellence

Problem

As a rural Georgia school district, Telfair County Schools was faced with the challenge of affording its students the same educational opportunities as other, wealthier school districts, who routinely provided their students with advanced technology offerings. To match the capabilities of peer districts, Telfair chose

"I like the simple, straightforward way 2X performs the functions it's designed to perform."

- David Walker, Telfair

to deploy a 2X ApplicationServer solution, along with the 2X ThinClientServer, to guarantee reliable remote application access to their schools' computer labs and FTP system. Use of the solution will allow students the use of quality published applications in school

computer labs, while providing teachers access to critical files and applications outside the classroom.

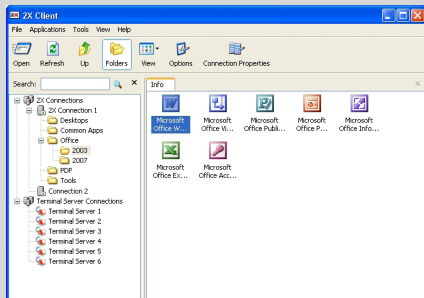


The Telfair County Schools datacenter, with the 2X ApplicationServer and 2X ThinClientServer installed.

David Walker is Telfair County Schools' Director of Technology, who monitors the technology requirements of the district's elementary, middle and high school. Due to the district's small size, up until this year, David has run his department single-handedly, making the search for a straightforward, easy-to-manage connection broker solution a critical pursuit. David first considered using a Citrix solution, claiming that the product was "feature rich, but came with a cost that far outweighed any potential benefit we would receive from the solution." Wanting to maximize benefits for the district's students on a fixed IT budget, David began investigating more cost-effective options, eventually settling on a 2X solution. He states that while he "was impressed with the Citrix features list, 2X has a great product as well, and was able to meet every requirement we were looking for, at a much lower cost." As a result, rather than paying additional hardware and licensing costs, he is now saving "well over 50% from our original costs," significantly more than what was possible using a Citrix solution. By effectively halving his solution costs, David claims that his 2X solution has increased his flexibility in choosing future solution options, with his core application delivery needs being met with a far lighter financial burden than he originally expected.

Solution

In deploying his 2X solution, David purchased both the 2X ApplicationServer and the 2X ThinClientServer, to provide effective remote application access while effectively converting his existing desktops to function as thin clients. He chose to install the 2X ApplicationServer to 12 terminal servers, with a total of 9 Windows 2003, 32-bit and 3 Windows 2008, 64-bit servers. While initially choosing the Virtual Iron virtualization platform, he explains that he is in the process of switching to a VMware platform, specifically considering VSphere 4. Despite changes in virtualization platforms and the number of users serviced, David notes that 2X's per-server license model and virtualization platform-independent design ensure that he can service as many users as possible from his 2X server with no required licensing changes or virtualization platform integration problems. This flexibility has created a "powerful, yet simple solution" that he can "trust completely."



The 2X ApplicationServer allows you to publish applications and desktops from a terminal server to the desktop of a remote user.



Simplicity and Scalability

Apart from providing significant cost savings and improving remote application publishing reliability, David boasts that choosing 2X provided his district with two specific advantages when compared to his original solution:

Simplicity:

Though he admits that other solutions also provided a broad array of features, David claims a defining advantage of his 2X solution is the “simple, straightforward way it performs the functions it’s designed to perform.” Speaking to IT professionals in other districts, David became aware of the lengthy process required to complete Citrix installations, noting that to install their solution properly, Telfair would “need a lot more hardware, and the solution would take far more upkeep to maintain.” He notes that though it’s a feature-rich solution, if he had continued with his original Citrix choice, he “didn’t know that it would’ve done everything we were expecting,” claiming that the simplicity of 2X solutions “ultimately makes them the better product.” Having only needed to call support staff twice in three years, with no system failures, 2X’s straightforward design leaves David “only needing to touch the server to install applications, since once it’s running, it just runs,” giving him little day-to-day stress in meeting the needs of Telfair’s students.

Scalability:

While competing solutions may subject clients to licensing hassles when adding more users, David notes that his 2X solution is highly adaptable to changes in the solution’s user structure. Based on the success of his 2X experience so far, he explained that this year, he would like to “make applications available to students at home, allowing them to continue to have access to teaching materials after the end of the school day.” He explains that as long as his server can handle additional users, his 2X ApplicationServer solution can bear the heavier load with ease, making hardware capabilities the only limit to network expansion.

About 2X

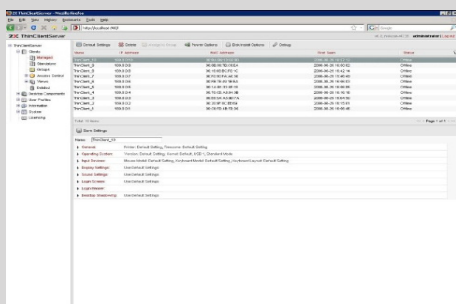
2X Software is a company developing software for the booming server-based computing market. Thin client computing controls skyrocketing PC management costs, centralizes application and desktop management, improves security and performance and allows users to work remotely. The company’s product line 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, IBM and VMware partner. For more information, visit: <http://www.2x.com>.

About Telfair County Schools

Telfair County Schools will prepare students to be productive members of society by fostering a caring environment with meaningful experiences and high expectations for all. For more information, visit: <http://www.telfair.k12.ga.us>.



One of the three schools supported by Telfair’s 2X ApplicationServer solution.



The 2X ThinClientServer allows the use of thin clients from different vendors, old or existing computers, and new low-cost computers, with management of these thin clients through one open, consistent interface.

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... Go thin and win with

