

Thin Client hot-seat savings for Chiltern.

About our client

Chiltern Consultancy, based at the Cressex Business Park in High Wycombe, is a firm of professional independent financial advisers offering a full range of services to private individuals, businesses.

The firm operates throughout London and the Thames Valley and is highly reliant on IT systems, software applications and online services to enable its specialist advisers to provide a

market-leading service.

Chiltern's approach is based on cultivating longer-term relationships between client and adviser. By calling on the wide-ranging expertise of in-house specialists and associated professionals, including accountants and lawyers, the firm's advisers provide clients with the right advice at the right time.



Thin clients reduce client hardware costs and increase flexibility.

Situation

Chiltern Consultancy's main server was in need of replacement, but the company was also considering a terminal server to allow the use of so-called Thin Clients.

Chiltern's Brian Page explains: "Many of our desktop PCs needed to be upgraded but, rather than spend a significant sum on new PCs, we were attracted by the flexibility of a hot-seat environment using Thin Clients instead of PCs."

"Our advisers are in and out a great deal, so we wanted to give users the ability to sit at any desk in the office yet be able to log in to their own personal computer desktop on the screen in front of them," continues Brian.

"We also wanted to improve the user experience for staff when working from home and accessing our systems and resources remotely."

Chiltern knew what they wanted but needed expert help to achieve their goal.

"Ingenuity IT already supported our entire IT infrastructure and we were very happy with the expertise and service they provide," adds Brian. "When we needed someone to help us with the new hot-seat environment, they were the obvious choice."

Solution

Ingenuity IT helped specify the new hot-seat environment then installed the new terminal server and connected approximately 3 HP Thin Clients to the existing Ethernet network.

The Thin Clients are essentially 'display only' devices. Hence they cost a great deal less than equivalent PCs, as the majority of each desktop client's processing power, memory and hard disk space is located on the server. Similarly, applications are hosted on the server rather than on individual client machines. In addition, Thin Clients take considerably less time to configure, upgrade and maintain than PCs.

The terminal server, meanwhile, is built on reliable and renowned HP Proliant server based architecture. With

impressive specs and a quad core Xeon processor to help, even the most demanding applications move along with ease. The terminal server also boasts excellent central management of user profiles, data and the ability to offer "same desktop experience" to any remote user wherever they may be working from.

"As usual, Ingenuity did an excellent job," says Brian. "The migration from the old server and PCs to the new hot-seat environment went really smoothly. Much of credit for that must go to Ingenuity: they installed and configured the complete set-up and explained everything clearly to management and users. We were up and running in no time and reaping the many benefits of this strategic move away from conventional PCs."

Benefits

- Significantly faster and more reliable computing performance
- Improved user experience and productivity
- Increased flexibility, as users can now access their own 'personal desktop' wherever they sit in the office
- "Same desktop experience anywhere" Because the entire user profile is hosted on the server not only will the experience be the same from any PC/Laptop/Terminal or MAC but it also means the resources are not being used locally, this will benefit the end user in terms of speed as all the processing power is being used directly on the high spec server.
- Reduced hardware costs – the Thin Clients were around 39% the cost of equivalent PCs
- Reduced configuration costs – the Thin Clients can be set-up in around 20% of the time it takes to configure a PC
- Reduced IT support costs overall – the Thin Client/server-based computing model is more cost-effective over time as most upgrades are carried out once centrally
- Improved security and efficiency as important documents are now stored and backed up centrally.



Our new hot-seat environment delivers improved computing performance and security at much lower cost compared with PCs. The move to a terminal server and Thin Clients seemed like a major challenge, but with Ingenuity's help it was quick and easy."

Brian Page, Director, Chiltern Consultancy

Find out more about Ingenuity IT's full range of services for individuals and small and medium-size businesses at www.ingenuityit.co.uk



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