

ThinPoint™

Secure access to central IT services

Browser-based

Low cost

The Problem:

Controlling Overheads of Branch Offices or Field Staff

- your applications and staff have become decentralised;
- your data is fragmented by location, and hard to keep in sync;
- field staff need reliable access to corporate data;
- IT staff are spending more and more time supporting remote users.

and costs are spiralling...

The Solution — ThinPoint!

ThinPoint provides secure access to centralised applications — anywhere, any time.

There is no need for locally based applications or support staff — all you need is a web browser.

Benefits of ThinPoint

For Remote Users

- secure access to central facilities;
- browser-based access;
- low cost hardware;
- works over low bandwidth.

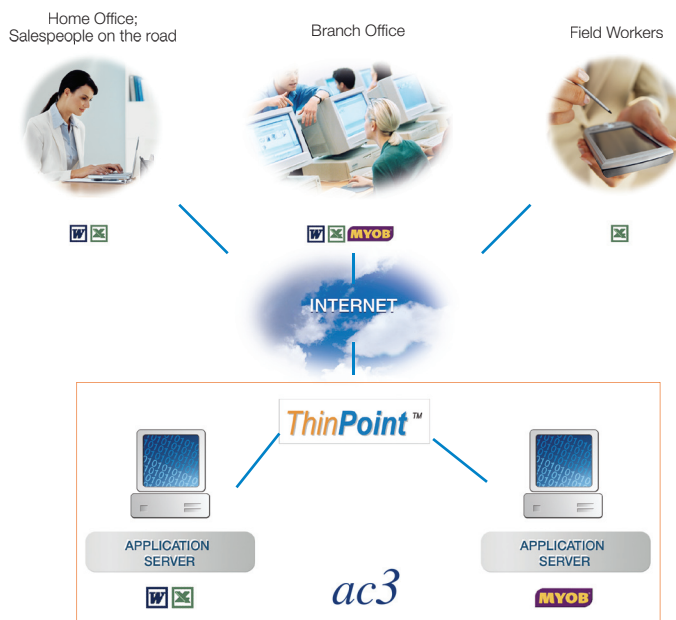
For Central Facilities

- no need to support remote facilities;
- provides centralised control of data;
- enforces a standard SOE;
- legacy applications are web-enabled immediately!
- in-built load sharing and redundancy;
- cheaper than other, well known alternatives...

How ThinPoint Works

A ThinPoint “Application Server” is required.

- users log onto ThinPoint via a web page;
- when authenticated, a VPN is established;
- centralised applications now appear on the user's screen.



ThinPoint enables any remote user to have secure access to centralised IT services — through a web browser.

A Hosted Service

Consider hosting your ThinPoint – enabled application at ac3. The benefits are:

- highly secure and reliable data centre;
- high speed access to the Internet;
- professional support 24x7x365 by ac3, supported by NetLeverage staff.

Business Case 1

A law firm with 1000 employees selected *ThinPoint* to replace an existing remote terminal access system. This solution is based on the *ThinPoint* system being housed in the client's own data centre.

TCO over three years	Superseded solution	Thinpoint solution
Software licences (concurrent)	\$360K	\$180K
MS Terminal Services	\$100K	—
Hardware	\$120K	\$35K
Consulting	\$50K	\$50K
Operational Costs	\$16,000	\$24,000
Software licences	\$70K pa	
Technical Support	\$1M pa	\$9K pa
Communications	\$100K pa	\$100K pa
TCO over three years	\$4.14M	\$592K

This business case is compelling indeed. The main cost savings come from not having to employ expensive technical support staff for the superseded terminal access system.

To a large extent, *ThinPoint* is a “set and forget” solution.

Business Case 2

A government agency supports 20 remote centres, each with an average of 10 users. Currently the centres have a version of the application software running in each of their data centres, where data is stored with very little security and with even less reliability. System support requires 2 technical staff who visit the centres on a regular basis. The application software is bespoke, and incurs no licence fees.

This business case is based on a comparison between an in-house solution with replicated hardware in each remote centre, against a *ThinPoint* – enabled hosted service, where equipment is located in the ac3 data centre, and managed by ac3 staff on a 24x7x365 basis.

TCO over three years	In-house solution	Thinpoint Hosted solution
Hardware	\$800K @ \$40K per centre	\$400K @ \$20K per centre
Data Centre	\$1M @ \$50K per centre	—
Consulting	—	\$30K
Operational Costs	\$16,000	\$24,000
Service fees @ \$20 / person / month		\$48K pa
Systems support	\$300K pa	—
Communications	\$100K pa	\$150K pa
TCO over three years	\$3.0M	\$1.02M

Again, the business case is compelling. The savings come from reduced need to maintain distributed IT infrastructure and data centres.

Need More Information?

Contact Peter Nankivell at ac3 on (02) 9209 4600, or email peter.nankivell@ac3.com.au. Let us give you an estimate of how much you could save by using *ThinPoint*.

● Users should ensure that software accessed through ThinPoint is appropriately licensed.