



# PowerTerm® WebConnect

## THE ALTERNATIVE TO CITRIX

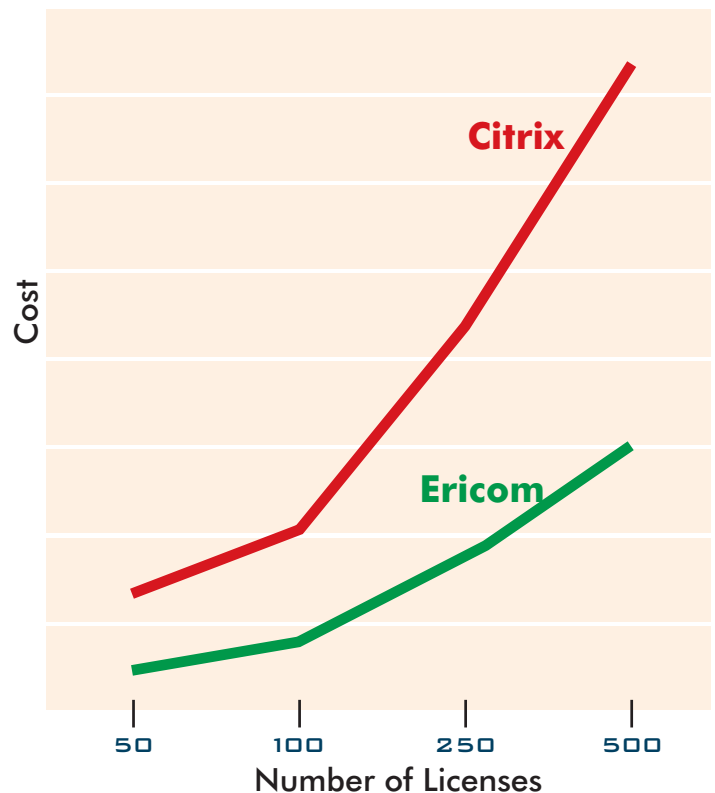
### NOW YOU HAVE A CHOICE!

Ericom® PowerTerm® WebConnect is the ideal server-based computing solution for customers who want **Citrix-like capabilities, but not at Citrix costs.** PowerTerm WebConnect adds value and security to Microsoft® Windows™ Terminal Services, Virtual Desktops, Blade PCs and Legacy Host environments — empowering organizations to benefit from the same key security, reliability, performance, and usability features that Citrix provides — **at a price organizations can afford.**

#### ALL THE FEATURES YOU NEED — MINUS THE COMPLEXITY AND OVERHEAD

- **Realize the benefits of your IT infrastructure:** Earn maximum value through Ericom's winning combination of technology, scope of product offering and global presence
- **Faster & Simpler Deployments:** In hours vs. several days for typical Citrix installations
- **Lower TCO:** Supports 20–50% more sessions per Terminal Server than Citrix, reducing licensing, hardware and maintenance costs
- **Built-in Remote Desktop Support:** Provided at no extra cost
- **Take advantage of a compelling price point:** Affordable pricing that's ideal for enterprise-wide deployments
- **Leverage existing investments in enterprise systems:** Deliver managed access to enterprise applications and desktops, on any combination of Windows Terminal Servers, Virtual Desktops, Blade PCs and legacy hosts in heterogeneous environments
- **Receive timely and reliable support:** From Ericom's responsive sales and technical support teams

#### CITRIX VS. POWERTERM WEBCONNECT: COST COMPARISON



## KEY BENEFITS AND DIFFERENTIATORS: ERICOM VS. CITRIX

|  | ERICOM  | CITRIX  |
|--|---|---|
| <b>SIMPLICITY AND EASE OF USE</b>                  | <ul style="list-style-type: none"> <li>• Easy installation and configuration — in just a few hours</li> <li>• Simultaneously publishes several Windows applications</li> <li>• 2 Mb installation package on TS — Server fully-configured upon installation</li> <li>• Doesn't change system files</li> </ul>  | <ul style="list-style-type: none"> <li>• Lengthy installation with complex configuration</li> <li>• Publishes applications one at a time</li> <li>• ~250 Mb installation package on TS, placing a significant load on the TS — reducing both capacity and performance</li> <li>• Changes systems files</li> </ul> |
| <b>TERMINAL SERVER STABILITY AND SCALABILITY</b>   | <ul style="list-style-type: none"> <li>• PowerTerm WebConnect supports 20% to 50% more TS sessions than Citrix</li> <li>• 3-tier approach separates user management and configuration management</li> <li>• Doesn't change login process, nor replaces any of the standard Windows services</li> <li>• No detrimental impact on TS scalability and performance</li> </ul> | <ul style="list-style-type: none"> <li>• CPS increases TS logon times, from 23 seconds to over 2 minutes (600%)!</li> <li>• Citrix Presentation Server (CPS) is said to degrade Terminal Server user capacity, by 20-36% (RTO™ Software)</li> </ul>   |
| <b>FLEXIBLE PRICING STRUCTURE</b>                  | <ul style="list-style-type: none"> <li>• Priced significantly lower than Citrix, you can afford to enjoy the benefits of server-based computing throughout the organization</li> </ul>  | <ul style="list-style-type: none"> <li>• Expensive solution that limits customers to deploying SBC to pockets or departments within organizations</li> </ul>  |
| <b>ENTERPRISE-WIDE APPLICATION ACCESS SOLUTION</b> | <ul style="list-style-type: none"> <li>• Enables access to applications residing on a wide range of enterprise systems (Windows Terminal Server, Virtual Desktops, Linux, Unix, OpenVMS, IBM mainframes, and Mid-Range systems)</li> </ul>  | <ul style="list-style-type: none"> <li>• Provides access only to Windows applications on a Windows Terminal Server</li> <li>• Requires 3rd party add-ons for legacy access</li> </ul>   |
| <b>ON-DEMAND INFRASTRUCTURE</b>                    | <ul style="list-style-type: none"> <li>• Totally on-demand access</li> <li>• No need for manual installation or updates on clients</li> </ul>   | <ul style="list-style-type: none"> <li>• Not on-demand access</li> <li>• User must download and manually install ICA client (requires add-on software to automatically install the client)</li> </ul>   |
| <b>BUILT-IN PRODUCTIVITY TOOLS</b>                 | <ul style="list-style-type: none"> <li>• Built-in remote desktop access and remote desktop troubleshooting at NO additional cost</li> </ul>   | <ul style="list-style-type: none"> <li>• Optional — at additional cost</li> </ul>   |

### ERICOM – ACCESS DONE RIGHT

Ericom® Software is a leading provider of Application Access and Virtualization Solutions. Since 1993, Ericom has been helping users access business-critical applications running on a broad range of Microsoft® Windows® Terminal Servers, Virtual Desktops, Blade PCs, legacy hosts, and other systems. Ericom provides concrete business value by helping organizations realize the benefits of their IT investments. With offices in the United States, United Kingdom, EMEA, India and China, Ericom also has an extensive network of distributors and partners throughout North America, Europe, Asia and the Far East. Our expanding customer base is more than 30 thousand strong, with over 7 million installations.

For more information about Ericom and its products, visit [www.ericom.com](http://www.ericom.com)

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