numecent®
CLOUDPAGING DELIVERS

CLOUDPAGING™ TRANSFORMS GLOBAL HEALTH SCIENCES FIRM

CLIENT CASE STUDY
HEALTHCARE AND SCIENCE

numecent

MISSION: MANAGING THOUSANDS OF APPLICATIONS FOR A GLOBAL USER BASE

CLIENT PROFILE

Leading provider of innovative healthcare solutions

Global Enterprise (10,000+ Users)

Health Sciences Research and Development

CHALLENGES

Complex legacy scientific applications that are difficult to manage

App-V unable to deliver applications

Legacy web applications with IE9 and specific JRE requirements

Physical and Virtual Desktops

OUTCOME

Applications delivered successfully

Reduced application management and configuration issues

Current on latest technologies while supporting legacy systems

Applications delivered to physical and virtual desktops anywhere

ROI savings over $9.3 million per year

THIS CASE INVOLVES A GLOBAL HEALTHCARE SCIENCES RESEARCH AND SOLUTIONS PROVIDER.

Discover how a leading enterprise healthcare solutions provider saved over $9.3 million dollars per year by adopting Cloudpaging.

BACKGROUND

Our client is a leading enterprise global healthcare solutions provider with over 100,000 employees globally. Their employees needed access to any number of the thousands of applications utilized throughout the organization.

APPLICATION VIRTUALIZATION NEEDED RELIEF

For the company's IT department, installing, configuring, and managing applications in an environment of this scale is exceedingly difficult, compounded by the fact that many of organization's products are highly regulated, increasing the need for compliance. Applications, which are often comprised of complex scientific software, must remain on the same version for the duration of a project, which may take years. During that time the employees may work on multiple projects, all requiring different applications. Managing conflicts, ensuring compliance, and controlling costs is a major issue.
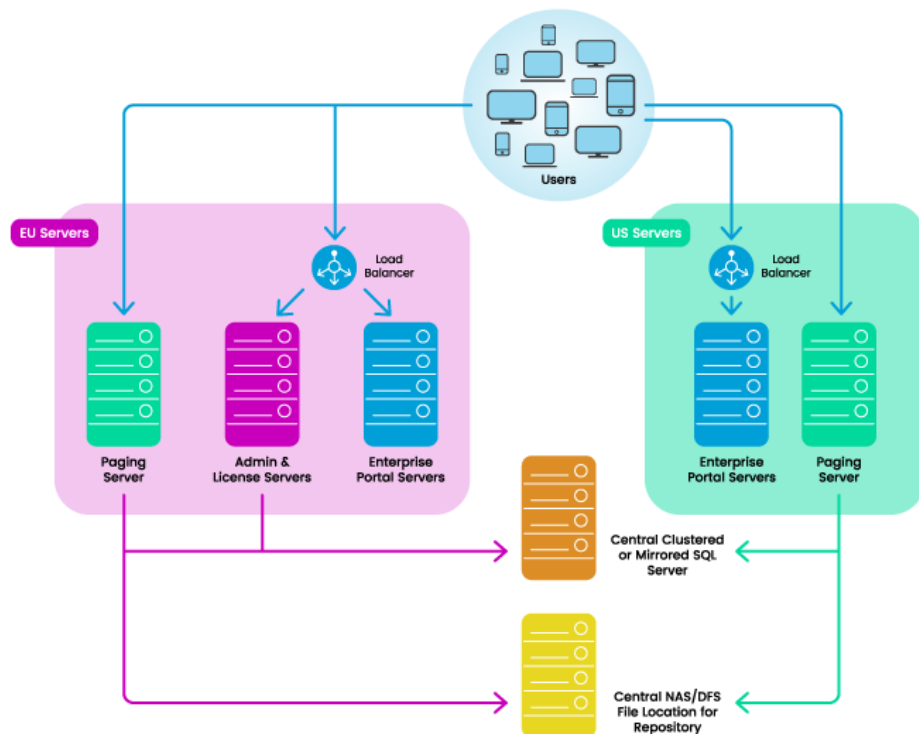
Leadership decided to utilize Application Virtualization to deliver a large subset of applications. Applications that App-V could deliver worked well in the client's environment, but App-V couldn't virtualize all applications as several contained drivers or interacted with other applications on the system. Although App-V helped address some of the application management issues, there was still a significant portion left to be addressed.

CURING APPLICATION ISSUES

The client picked a subset of 50 applications that App-V could not deliver for a group of approximately 8,000 users, including Internet Explorer 9 with a specific JRE for a use with a legacy web application, Adobe Standard, Microsoft Excel 2010, and custom built scientific applications.

Each individual application was packaged with Numecent's Cloudpaging Studio and uploaded to the organization's internal application store, with even the most complicated applications taking less than a day. An internal survey was conducted with a subset of end users for these 50 applications and feedback was obtained about their experience. Most did not realize anything had changed but did notice that application conflicts and version control issues had been eliminated.

The success of the trial led our client to expand the use of Cloudpaging to several thousand users and several thousand applications, eventually becoming the standard for application delivery internally. App-V is still in use and coexists with Numecent Cloudpaging.

A HEALTHY SOLUTION

An estimate of the savings can be seen in the chart below:

Application Type	Cost to Package	Packaging Time with Cloudpaging	Packaging Time with App-V	Number of Applications Packaged Per Year	Average ROI Savings Utilizing Cloudpaging
Simple Application Browsers, Productivity	$100/hour per	1 – 2 hours per application	3 – 6 hours per application	250	**$75K – $150K**
Medium Complex Application AutoCAD, Photoshop	$100/hour per	2 – 4 hours per application	6 – 32 hours per application	1000	**$300K – $4.4M**
Very Complex Application Legacy Custom Applications	$100/hour per	8 – 16 hours per application	40 – 320 hours per application	200	**$560K – $9.3M**

CONCLUSION

By adopting Cloudpaging as the standard for application delivery, the organization was able to overcome all their application management challenges, providing the ability to virtualize, isolate, and manage applications.

Applications that could not be delivered by other vendors were virtualized and delivered to end user desktops without issue, regardless of the desktop target, a physical system, a virtual desktop in the organization's application repository, or located at one of the many campus locations.

IT staff members are now able to control application access and versions from a central location, eliminating conflicts for end users, guaranteeing project-based compliance, and increasing their productivity. Cloudpaging additionally assists staff with application management, providing the power to control user access, preconfigure software, and manage versions. Helpdesk tickets related to application issues has gone down significantly, further reducing costs. In all, the staff achieved savings of over $9.3 Million dollars per year just on packaging costs alone.

ABOUT NUMECENT

Numecent is a pioneer and technology leader in the rapid, secure, and friction-free provisioning of native software applications from the cloud or on-premises. Working across a range of sectors, Numecent's ground-breaking Cloudpaging technology offers a new paradigm for application delivery. It delivers native applications from the cloud between $20 - 100$ times faster when compared to a linear digital download, while it can execute on the client's platform without the need for installation, ensuring absolute efficiency and ease of use. Numecent's primary customers include Cloud Service Providers (CSPs), Independent Software Vendors (ISVs), Managed Service Providers (MSPs), and Enterprises.

Numecent introduced its proprietary Cloudpaging platform and emerged into the market in 2012. The company's headquarters are located in Irvine, California with partners located throughout the world.

For more information, please visit www.numecent.com.