Telemar S.P.A Case Study with Parallels RAS

Company Overview: Telemar S.P.A

Telemar provides an integrated offering of marine bridge electronics, onboard and maintenance services, and satellite communications through Marlink. They support more than 3,000 ships with their servicing contracts and marine electronic solutions designed to improve navigation safety and operational efficiency. Telemar has developed a wide range of services and systems with a high level of customization on many products and services.

Taking their business abroad, they have penetrated important and dynamic markets through their subsidiaries. Telemar has emerged as a world leader in maritime telecommunications and digital solutions. Specializing in assistance, they cover all market segments of the maritime sector.

The Challenge: Publishing ERP software for a global business

Telemar required an application publishing solution that would allow its subsidiaries to publish enterprise resource planning (ERP) software as well as browsers and custom applications. They previously used Microsoft Remote Desktop Services (RDS) to provide session and user management but were unsatisfied with the configuration. They wanted to increase their remote accessibility with an all-in-one solution that did not require additional components. With their current solution becoming costlier and more cumbersome, Telemar explored other leading options.

The Solution: Parallels RAS offers comprehensive application and desktop delivery

After comparing the costs and benefits of different solutions, the Telemar team decided to install Parallels® Remote Application Server (RAS), a comprehensive, affordable application delivery solution. Parallels RAS worked right out of the box, allowing Telemar to provide seamless application delivery to its employees.

With Parallels RAS, Telemar can directly publish hosted applications and remote desktops to PCs, Mac® devices, Google Chromebook™, smartphones and tablets.

The Telemar IT team appreciated the diverse features of Parallels RAS, including remote desktop session host clones, remote PC pools and simplified printing redirection. Parallels RAS also allows them to continue using legacy software for an operating system more than 10 years old, further reducing costs with upgrading hardware.

Key Benefits: Cost-effective and seamless application delivery solution

Telemar experienced many benefits by switching to Parallels RAS, such as increased productivity and reduced budget expenditures. They immediately appreciated its ease of use, management and setup. Migrating end users was an expedited process, finishing in a couple hours. Employees were able to begin utilizing the remote access and ERP software simply and without interruption.

Telemar achieved additional cost savings through Parallels licensing model, as well as reduced hardware and additional component costs. In addition to this lower cost of ownership, the company saw increased employee satisfaction, as employees are now able to use the device of their choice.

Most companies have some form of finance and operational system in place, but most of the software that's out there can't go beyond everyday business processes or help with future business growth. Parallels helped Telemar to adapt quickly to changing market demands and drive rapid business growth, allowing them to invest more into other areas of the business.

"This solution has made ERP software available from subsidiaries in Italy, Singapore, Germany, Liechtenstein, Austria, Switzerland, Finland, the United Kingdom and Hong Kong."

–Michele Magrone,
IT Department at TELEMAR COMPAGNIA GENERALE SpA

About Parallels

Parallels is a global leader in virtual desktop, application delivery and mobile device management solutions. Thousands of organizations worldwide trust in the reliability and scalability of Parallels virtual desktop infrastructure (VDI) and virtualization solutions. Parallels makes it simple and affordable to deliver applications to any device over the cloud, or with on-premises and hybrid deployments. The company's solution portfolio includes the award-winning Parallels Remote Application Server (RAS), providing platform-independent virtual desktop, application delivery and integrated thin-client management from a unified interface to any modern operating system.