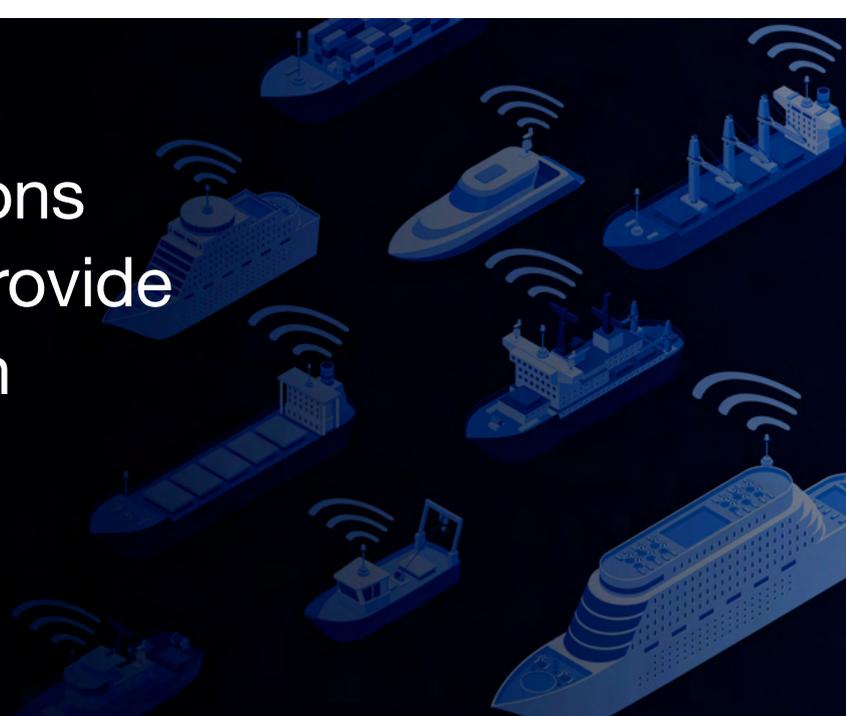


Telemar SpA Transitions to Parallels RAS to Provide Seamless Application & Desktop Delivery to Employees



The Results



REDUCED TOTAL COST OF OWNERSHIP

Straightforward, conveniently priced licensing model that helped Telemar cut costs, thus significantly reducing TCO.



INCREASED PRODUCTIVITY & COST SAVINGS

Telemar experienced significant surges in productivity and reduced budget expenditures.

“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
TELEMAR COMPAGNIA
GENERALE SpA



SEAMLESS APPLICATION DELIVERY

Telemar can now directly publish hosted applications and remote desktops to PCs, Mac devices, Google Chromebook, smartphones and tablets.



About Telemar SpA

- Telemar provides maritime customers with an integrated offering of bridge electronics, on-board and maintenance services, as well as satellite communications through the Marlink Group.
- The company offers more than 3,000 ships - merchant shipping, cruise and ferry companies, superyachts and fishing vessels - servicing contracts and marine electronics solutions designed to improve navigation safety and operational efficiency.
- Telemar is a certified distributor of all major bridge technology manufacturers, and an industry expert in safety & regulations. They offer a global 24/7 service desk with more than 100 highly qualified technicians and engineers combined with a network of more than 1,250 service points supporting maritime customers worldwide.
- As part of the Marlink Group, Telemar brings the power of smart connectivity solutions to customers worldwide, helping them to digitize their remote business operations wherever they are.

Parallels®

Parallels® is a global leader in cross-platform solutions, enabling businesses and individuals to access and use the applications and files they need on any device or operating system. Parallels helps customers leverage the best technology available, whether it's Windows, Linux, macOS, iOS, Android or the cloud.

The company's solution portfolio includes the award-winning Parallels Remote Application Server (RAS), an all-in-one application delivery and virtual desktop infrastructure (VDI) solution that enables users to work remotely from anywhere, on any device, at any time.

The Challenge

Telemar required an application delivery solution that would enable 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.

To increase their remote accessibility, Telemar began searching for 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, ultimately deciding to adopt Parallels® Remote Application Server (RAS).

The Solution

After comparing the costs and benefits of different solutions, the Telemar team decided to install Parallels Remote Application Server (RAS), a comprehensive, affordable desktop and application delivery solution.

Parallels RAS worked right out of the box, enabling Telemar to provide seamless application delivery to its employees. With Parallels RAS, Telemar can now directly publish hosted applications and remote desktops to PCs, Mac devices, Google Chromebooks, smartphones and tablets.

The Telemar IT team appreciated the diverse features of Parallels RAS, including Remote Desktop Session Host (RDSH) clones, Remote PC pools and simplified printing redirection. Parallels RAS also enables them to continue using legacy software for an operating system more than 10 years old, further reducing the costs associated with upgrading hardware.

The Results

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 the Parallels RAS licensing model, reduced hardware and no longer having to pay additional component costs. In addition to a lower cost of ownership, the company saw increased employee satisfaction, as employees are now able to use the device of their choice.

Parallels helped Telemar to adapt quickly to changing market demands and drive rapid business growth, at the same time enabling them to invest more into other areas of the business.



For further information visit parallels.com/ras.

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