



## GO-GLOBAL CUSTOMER STORY

### ISV RELIES ON GO-GLOBAL FOR PAINLESS, WEB-ENABLED ACCESS TO MEDICAL LAB INFORMATION SYSTEM

Infomed Deploys Simple GraphOn Virtualization Solution for Secure Web Access to Windows Application



Infomed is a leading independent software vendor (ISV) headquartered in Athens, Greece. The company is an international supplier of laboratory information and management application software, as well as radiology information systems.

Recently, Infomed used GO-Global to instantly and painlessly Web-enabled the company's popular sLis application, a Windows-based information system for medical analysis laboratories.

Favored by leading ISVs around the world, GO-Global is the fast, affordable, and secure application delivery solution that instantly provides Web-enabled or thin-client access to server-based Windows applications from any local or remote platform and operating system, including Mac OS X, UNIX, Linux, Windows, Windows Mobile, Pocket PC, and more.

With GO-Global, Infomed eliminated the need to rewrite sLis for the Web or deploy complex, costly infrastructure such as Microsoft Windows Terminal Server or Citrix XenApp.



#### SOLUTION AT A GLANCE

**Profile:** Infomed was established in 1993 by a team of healthcare IT professionals. Today, the company is a successful application software provider with over 500 installations throughout Greece, Cyprus, Serbia, and the U.K.

**Business Need:** Infomed needed a simple, secure, and cost-effective way to Web-enable the sLis laboratory information system without having to re-engineer the application for the Web, or add costly, complex infrastructure.

**GraphOn Solution:** Infomed deployed GraphOn's GO-Global for Windows Web-enabling software, providing cost-effective, virtualized application access from any location and platform.

#### Bottom-Line Results:

- Lower total cost of ownership
- Improved performance and security
- Easy application access from anywhere
- Increased user satisfaction



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**“Thanks to ... GO-Global, Infomed has been able to reduce costs, increase security, and improve user satisfaction”**

- YANNIS VASSILAKOS  
SALES EXECUTIVE, INFOMED

The deployment of GO-Global to Web-enable the sLis system was fast, simple, and affordable.

“Today, GO-Global provides an easy and secure way for our customers to access their sLis installations from anywhere via a Web browser or thin client running on just about any client device,” explained Yannis Vassilakos, Sales Executive at Infomed.

### EVALUATING THE ALTERNATIVES

“We also evaluated Microsoft Windows Terminal Server and Citrix, but found that GO-Global is easier to deploy, and provides better performance and security,” said Mr. Vassilakos. “In addition, GO-Global is offered on a concurrent licensing model providing us with superior price/performance.”

### SECURITY IS KEY

Due to the sensitive nature of healthcare information and laboratory analytical data, security was of utmost concern to Infomed in the evaluation process. Key to the selection of the GraphOn solution was the fact that GO-Global provides highly secure transmissions using native server security, Secure Socket Layer (SSL) encryption, and proxy server tunneling.

What’s more, with GO-Global’s virtual deployment model, the sLis application and the critical data remain secure on the Windows server behind the firewall. Only the application’s user interface is transmitted to client devices.

### HIGHER PERFORMANCE

GO-Global utilizes GraphOn’s patented RXP protocol which is faster and provides better data compression than the RDP protocol used

by Terminal Server and Citrix, even over low-bandwidth, high-latency, Internet connections. Rather than transmitting screen bitmaps over the network, RXP only transfers individual drawing commands. This enhances client pixel redraws and greatly reduces network traffic

### A CONSISTENT USER EXPERIENCE

Applications deployed through GO-Global are seamlessly integrated into the user’s desktop, appearing in a browser window or loose window.

Although installed on the server, they look, feel, and perform as if installed locally. Applications such as Infomed’s sLis system are accessed in their native format, with 100% of the existing features, functions, and branding.

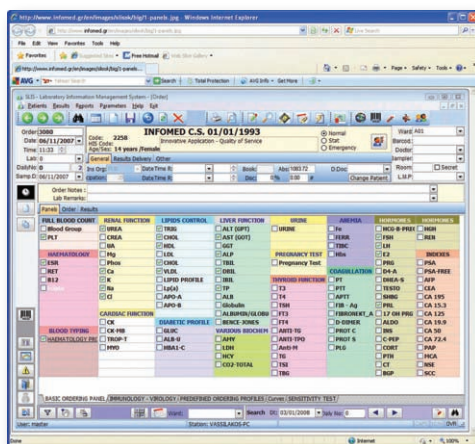
The sLis application itself runs together with the GO-Global server software on a central Windows server. To access the virtualized application, users simply load a GO-Global Web browser

plug-in or a very thin native client (virtually zero-footprint). This keeps the desktop simple, as well as independent of application requirements for resources, processing power, and operating system.

“Thanks to the efficient Web-enabled deployment provided by GO-Global, Infomed has been able to reduce costs, increase security, and improve user satisfaction,” concluded Mr. Vassilakos.

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*The Windows-based sLis application viewed remotely from within a browser window.*



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