

Customer Profile

TRI MARINE

Tri-Marine International (PTE)Ltd.
www.trimarine-usa.com



TriMarine is an independent strategic supplier of raw material to the global tuna industry.

The preferred supplier of tuna raw material and tuna products to leading tuna brands around the world, TriMarine has fishing fleets, processing plants, a global organization, and all the resources of a comprehensive and reliable supply chain partner for tuna and tuna products.

The Company was originally formed in Singapore in 1972 as a tuna procurement activity for an Italian government-owned group of companies. In 1986, when the Italian government implemented a change in public policy calling for divestiture of food sector businesses, Tri-Marine became a private company. Since then, the Company has grown to be one of the largest tuna companies in the world.

Case Analysis

TriMarine's activities include fishing, trading, processing and marketing with offices and operations in strategic locations around the world. Tri-Marine wanted to improve their financial system ease of use and consistency by implementing Navision and at the same time boost general IT efficiency. Features and performance were important, but ease of installation and maintenance were key since they did not want IT overhead to distract from their core business.

Business Challenge

Tri-Marine had decided to use server-based computing in implementing their financial consolidation effort with Navision and Microsoft Server 2003 to keep hardware costs down and enable quick rollout. The cost savings were a factor, with the added requirement simplifying the company's existing infrastructure. Tri-Marine needed a quick and painless installation and low maintenance overhead to avoid overtaxing their IT staff and to ensure a fast return on investment in Navision. A traditional workstation approach would have meant increased hardware costs, and defocusing operational hassles.

The Solution

Tri-Marine implemented Jetro CockpitTM with Microsoft Server and Navision software to serve their regional offices and achieve financial consolidation. They chose Jetro as the best solution due to ease of use, the seamless interface, cost, printing technology and security features.

Next, Tri-Marine plans to expand the system to other regional and international offices within the company with CockpitTM.

Implementing Jetro CockpitTM Application Server Software

Tri-Marine implemented a server-based computing solution comprised of Jetro CockpitTM with Microsoft Windows 2003 Servers with Terminal Services, Navision, Microsoft Active Directory, Microsoft SQL Server, and Microsoft Internet Information Server (IIS). A Jetro CockpitTM Server installed with Microsoft IIS communicates with the Microsoft Active Directory Server to authenticate users and manages Microsoft Terminal Servers to deliver application sessions. The load balancing utility in CockpitTM Server manages connections between users and

Solution Overview

Business Situation Implement SBC, with Server 2003 and Navision efficiently and without interruptions in productivity.

Benefits

- Easy implementation
- Low Maintenance
- Quicker and better ROI
- Low bandwidth
- Low total cost of ownership
- Easy server-based computing printing
- User friendly interface

Applications

Jetro Cockpit™ Third Party Software Navision
Server Microsoft Active Directory Microsoft Windows
Server 2003 with Terminal Server Microsoft SQL
Server Microsoft Office

Integrator

eSpore Corp Pte Ltd.



For more information about eSpore see their website at:

www.espore.com

the servers so that users always receive applications from the most available server. Users operate server-based application sessions managed by Jetro Cockpit™. Because applications are operating on server and not on local PCs, older PCs are more than fully equipped to operate the new Navision software and Microsoft Office applications.

Why Tri-Marine Chose Jetro Cockpit™

Once Tri-Marine decided on a server-based computing solution, they found that Cockpit™ was the most complete, easiest to use, and most cost effective. Cockpit's robust and efficient printing solution, ease of installation, and low maintenance made the choice clear, and the intuitive graphic interface helped further strengthen the case with both users and administrators.

Business Value Benefits

Jetro Cockpit™ enables Tri-Marine to deliver applications, including Navision software, to offices throughout the world with minimum hardware and network bandwidth upgrades. Looking forward, the centralized architecture of Jetro Cockpit™ helps administrators to upgrade all client side terminals from a single location to drastically reduce the time and the complexity of routine maintenance and support. Cockpit™ makes accessing applications and printing files as simple as if users were working on local computers and reduces bandwidth needed to transfer print jobs to the distant branches. Load balancing ensures that all Cockpit™ users benefit from optimum application performance at all times. The cost savings and performance benefits of Jetro Cockpit™ enabled Tri-Marine to implement Navision more quickly and helped them see a better return on their investment in their financial systems.

About Jetro Platforms

Jetro Platforms is a leading enterprise software developer of server-based computing solutions. Jetro Platforms solutions enable rapid and easy deployment, as well as simplified integration into existing network environments and provide a simple way to slash costs of enterprise IT, improve Security, provide remote access and ensure business continuity.

Visit the Jetro Platforms website for downloads,
product updates and on-line support.

www.jetroplatforms.com

COCKPIT™

Enterprise, Server-based Computing

Jetro Cockpit™ is a Server-based enterprise suite that manages end-user access, secures data and deploys applications from one or more Microsoft Terminal Servers and/or Citrix Servers. With Cockpit™, system administrators can oversee an entire Server-based Computing environment including local, remote, Web-based and Server-based applications.

JETRO®
P L A T F O R M S

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