



Customer Profile

GENERALI GROUP



Migdal is one of leading insurance and finance companies in Israel with over one million private and business customers. Migdal is part of the Generali Group - one of the most significant participants in the global insurance and financial products market

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Jetro COCKPIT® solution enables Migdal to manage an efficient SBC platform

Background

As an insurance and financial leader, Migdal operates in one of the most sensitive of business sectors. Charged with the task of ensuring a constant information flow within the organization and protecting the company's physical and intellectual resources, Migdal's IT group set to look for new Server Based Computing (SBC) solutions that will allow more efficient and secure communication at lower operational costs.

Migdal's corporate network comprises over 1,600 terminals (user PCs and laptops) spread over 7 locations and connected to the corporate central server farm. The network is used for a wide range of applications including SAP, MS-Office, email, specified insurance and finance tools as well as user-emulation services for Migdal's employees in its different branches.

The Challenge - Enhance System Efficiency While Reducing Costs

In order to meet the challenge of increasing efficiency while reducing costs, Migdal defined a set of parameters its new SBC solution had to fulfill. These included:

- Seamlessly integrate the application with desktop and terminal environments
- Employ the most stringent security measures to allow remote-users to access the system while online -
- Meet the high corporate culture standards of Migdal and ensure adequate training to IT managers

The Solution: Jetro COCKPIT™

Jetro's COCKPIT solution was selected at the end of a thorough process after meeting all of Migdal's requirements and having beat solutions from CITRIX and VDI.

Today, Jetro's advanced COCKPIT solution enables Migdal to manage an efficient SBC platform. COCKPIT supports both standard applications as well as specific ones, optimized uniquely for use at Migdal, allowing users to take advantage of the tool from day one, requiring no special installations. Because COCKPIT is operated via the corporate server, the working environment is completely separated from the PC environment. This makes for enhanced security and ensures that the application performance is not dependant on the capabilities of the single terminal, but rather of that of the server. Network performance can be guaranteed thanks to an advanced mechanism COCKPIT employs to manage Load Balancing between the different applications.



"COCKPIT makes my job easier and allows me to provide better services to our employees. The COCKPIT environment, which is located in the central Server room and connected to the various corporate infrastructures via the corporate LAN, is fast and enables better performance than Server Client applications."

Martin Landheim
CIO
IT Manager, Migdal



"The COCKPIT solution has dramatically shortened the time it takes to handle system failures. Upgrades are also made simple and change can be implemented throughout the organization quickly and effectively from the corporate center."

Yossi Keren,
Procurement and Budget Control Manager
Migdal

The entire implementation process at Migdal lasted only a few short months. Unique solutions, tailored to meet Migdal's needs, were also successfully implemented including an advanced printing solution and secure remote-access applications.

With Jetro's COCKPIT Migdal's IT managers were able to achieve their project goals, including:

- Create a centralized interface for all user applications eliminating the need to distribute software to individual clients
- Significantly reduce installation time by handling all the installation processes in the corporate Server Farm rather than the individual client
- Develop a unified desktop infrastructure and unified user-experience across the entire company Server Farm
- Slash costs associated with purchasing licenses on a per-user base

Successful Results

Jetro COCKPIT proved to be the right choice for Migdal. Martin Landheim, IT Manager at Migdal is very happy with the results. "COCKPIT makes my job easier and allows me to provide better services to our employees," he says. "Today, I can provide faster service with shorter response time from one centralized location. The COCKPIT environment, which is located in the central Server room and connected to the various corporate infrastructures via the corporate LAN, is fast and enables better performance than Server Client applications," concluded Landheim.

Taking advantage of COCKPIT, Migdal can add more and more users without having to pay a penalty of additional personal licensing. Software updates are centralized saving hassle and costs, while the entire organization uses a unified interface. Yossi Keren, who oversees Procurement and Budget Control at Migdal is very pleased with the new working environment. "The COCKPIT solution has dramatically shortened the time it takes to handle system failures," he says. "Upgrades are also made simple and change can be implemented throughout the organization quickly and effectively from the corporate center."

An Ongoing Relationship

The successful cooperation between Migdal and Jetro did not come to end the day the platform was handed over to the customer. Today, Migdal is in the process of evaluating a secure Internet browsing solution from Jetro. This solution includes a unique File Clean-up mechanism to allow users to download Internet content in a secure way. Files, such as web pages, emails or pictures, are downloaded to a secure location on the COCKPIT server. Once there, the software performs a scan to detect malicious files and "wash" any file that is deemed dangerous. Once clean, the files can be placed back onto the corporate network for further use. All this is done quickly and seamlessly, keeping system security in tact but not affecting the user experience.



Contact Jetro Platforms team to schedule a product demonstration or free evaluation today

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Jetro Platforms Ltd. is a leading server-based application virtualization solutions provider. Jetro's advanced software enables corporations to benefit from a centralized, secure delivery of applications across the entire organization.

Through its leading COCKPIT™ and COCKPIT2i product lines, Jetro has established itself at the forefront of the IT industry, serving thousands of customers in the multibillion dollar Server Based Computing (SBC) and Network Security markets. Jetro Platforms Ltd. is fully owned by the RDT group, one of the leading Israeli technology providers since 1963.

For more information about Jetro and its products, please visit: <http://www.jetroplatforms.com>



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