

First Year Savings of \$170,000 for Citrix MetaFrame Implementation

Healthcare provider *cuts costs by 38%* through server consolidation

- **Company:** Department of Surgery Washington University (St. Louis).
- **Challenge:** Deploy Citrix MetaFrame for 320 concurrent users.
- **Applications:** MetaFrame, Microsoft Office suite and clinical software.
- **Environment:** MetaFrame on Windows Server.
- **TiGiJet Effect:** Increased MetaFrame scalability from 30 to 100+ concurrent users.

The Department of Surgery at Washington University is recognized as a world leader and pioneer in the areas of cardiothoracic, urologic and reconstructive surgery. Recently, the department's information technology center decided to implement Citrix MetaFrame XP Presentation server to reach hundreds of affiliated doctors and staff located at hospitals throughout the St. Louis region.

Rick Taylor, Manager for the surgery department's Information Technology Center, was very familiar with Citrix since it was already implemented elsewhere at the university. "MetaFrame is an outstanding product, but it is resource intensive," he said. Other groups at the university, such as Pediatrics and Internal Medicine, were experiencing concurrency ratios of just 15 to 25 concurrent users per MetaFrame server. In addition, their IT administrators have been working to address system latency issues for applications running on MetaFrame.

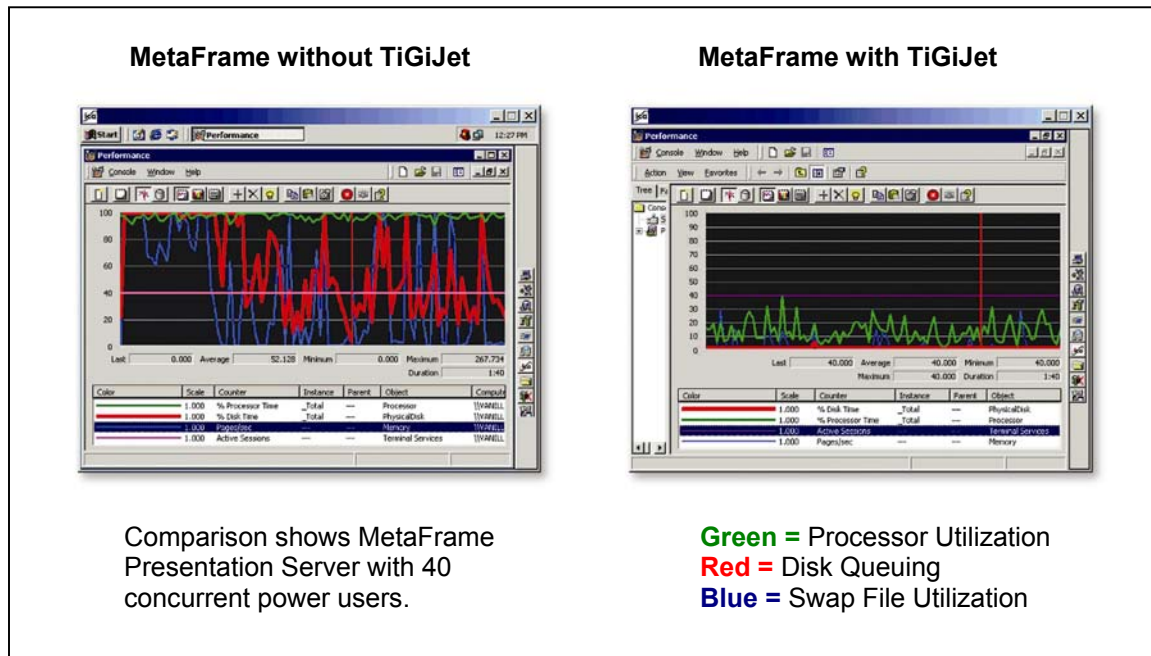
"Why would I want to purchase and manage fourteen servers, when I can get better results with just three servers using TiGi?"

"I wanted a way to cut costs for our MetaFrame implementation and increase reliability," he said.

Taylor turned to Server Centric Consulting, an experienced systems integrator and Gold-level solutions provider for Citrix Systems. Server Centric Consulting introduced Taylor to the TiGiJet, a data-throughput accelerator device that innovatively applies solid state technology to increase performance for servers and storage systems.

Because of Taylor's previous experience with solid state technology as a technician in the military, he immediately recognized the longevity of the TiGi device. "Solid state lasts forever," he said. But what happened next even surprised the IT veteran.

Originally, Taylor estimated that he would require 14 servers running 30 users each. During their first set of tests, Taylor's team achieved 150 concurrent Citrix users on a single Dell 1650 server. Plus applications loaded faster and ran without latency. "The IT people from the Pediatrics and Internal Medicine departments were amazed," said Taylor



Taylor estimates that first year savings alone with the TiGiJet is more than \$170,000 taking into account all of the extra hardware, maintenance and personnel costs that would have been required otherwise. "Why would I want to purchase and manage fourteen servers, when I can get better results with just three servers using TiGi?"

"You will save money running a Citrix environment with the TiGiJet," said Taylor. "That's the bottom line."

About TiGi Corporation

TiGi develops products and solutions that dramatically increase scalability and performance of server-based computing and networked storage environments. Our TiGiJet product family dramatically accelerates data-throughput and removes I/O bottlenecks, improving data response time by 800% or more.

Featuring a unique open architecture design, TiGi products can be quickly configured for almost any server or storage system, enabling you to deliver a substantially better computing experience to users while maximizing the ROI of your existing and new technology investments.

For more information please visit TiGi online at www.tigicorp.com or call (800) 515-1581.