

LEADING AIR CONDITIONING MANUFACTURER DEPLOYS GO-GLOBAL FOR EASY REMOTE ACCESS TO SAP APPLICATION.



China Chikao Maximizes Value of SAP ERP Investment while Lowering Total Cost of Ownership.

Customer Solution at a Glance

Company Profile: China Chikao Air Conditioner Group manufactures air conditioners for sale in China and for export to over 20 countries worldwide.

Business Need: The company needed a cost-effective application publishing solution that would allow remote branches to access the centralized SAP R/3 ERP application in a server-based computing environment.

GraphOn Solution: China Chikao deployed 100 concurrent licenses of GO-Global® for Windows, providing easy application access for 240 remote users.

Results:

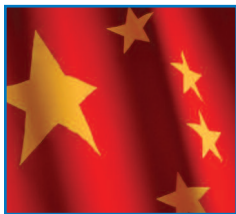
- Cost-effective remote access solution
- Simplified deployment and administration
- Increased user satisfaction
- Excellent support

China Chikao Air Conditioner Group Ltd. is headquartered in Foshan, China. With annual sales of \$1.5 billion, the company is one of the top three manufacturers of air conditioners in southern China, and a top 10 brand throughout all of China.

China Chikao relies on the SAP R/3 Enterprise Resource Planning (ERP) application for manufacturing and business operations at its Foshan headquarters and at branch offices. When the company needed to provide easy, Web-enabled remote access to the centralized ERP application for hundreds of additional branch office users, China Chikao selected GO-Global for Windows from GraphOn.

GO-Global for Windows is the fast, simple, and affordable application delivery solution that provides instant, secure access to centrally-running Windows applications from any platform.

Access to Applications Anywhere.



“China Chikao required a cost-effective and easy alternative that would allow Web-enabled or thin-

client remote access to SAP R/3, while also allowing remote printing,” said Johnman Chang, Vice President of Sales for Kouton Technology Company, GraphOn’s distribution partner in China.

With the need to expand access to additional branch office and remote users, China Chikao evaluated and tested Citrix Presentation Server, PowerTerm WebConnect, and GraphOn GO-Global for Windows. The company chose

GO-Global for a number of reasons, including product performance, functionality, ease of deployment, price, and support.



With GO-Global, remote users can easily access the centralized SAP application and can print reports locally.

“We selected GO-Global not only because of the product’s ability to meet our requirements at an attractive price point, but also due to the excellent local service and support provided by GraphOn’s partner Kouton Technology,” explained Jaywin Li, Vice President of China Chikao Air Conditioner Group.

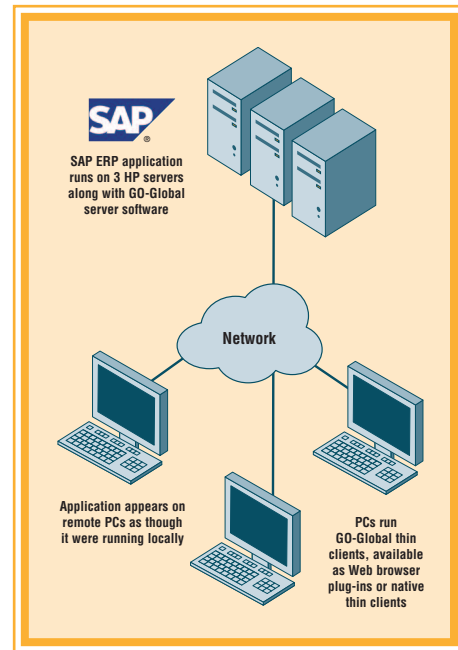
“The roll-out of GO-Global was easy and saved IT staff time...We have been able to improve SAP R/3 log-in speed and have simplified administration.”

Jaywin Li
Vice President
China Chikao

Going Global

Using simple yet powerful GO-Global software components, China Chikao has been able to make the Windows-based SAP ERP application accessible from any device, platform or operating system. The GO-Global solution consist of two parts: the server software and the thin-client software. The GO-Global server software runs on the central servers along with the SAP application.

Branch office and other remote PC users simply load a tiny native Windows client or a Web browser plug-in. The SAP application then appears on their PC screens either as a separate native window or within their Web browser, just as though



it were running locally. SAP R/3 retains all its features and functionality, including the ability to print reports locally.

Cost-effective Solution

Unlike Citrix, which is licensed on a per-user basis, GO-Global is offered on a cost-effective, concurrent licensing basis. So China Chikao has been able maximize the value of its investment while lowering its total cost of ownership.

“We were able to save money while meeting our requirements,” concluded Li.

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977 33 00 84

info@goglobal.com.es

China Chikao Infrastructure

Servers: Three HP Xeon servers each with 3GB memory running the Chinese language version of Windows Server 2003.

Published Application: SAP R/3 Enterprise Resource Planning (ERP) application.

Clients: 240 Lenovo PC clients running Windows 2000 Professional, half with 512MB memory, half with 1GB. Internet Explorer 6.0 Web browsers.

Remote Site Connectivity: 512Kbps/2Mbps ADSL.