

Jacklin Seed

Post Falls, Idaho



Company Overview

Jacklin Seed Company is the world's largest producer of proprietary bluegrass seeds. The company's high-quality seed products are the result of its grass seed research, production, and marketing efforts.

The Challenge

The quality of Jacklin's seeds speaks for itself—and attracts more and more customers every day. The task of getting seeds to this growing client base has never been so challenging, as customers not only demand more seed, but also expect shorter delivery times. It became clear that Jacklin Seed needed to put more computing power behind its growing business.

At Jacklin, the Seeds for Continued Success Lay in Thin Client Technology

For someone looking out over a field of Kentucky bluegrass, it's easy to assume that every blade sprang up naturally, without human intervention. But those who work at Jacklin Seed know better, and know how challenging it is to keep up with the demand for their high-quality grass seed.

Focusing on the business side of seed production, MIS director Keith Nelson and others on Jacklin's executive team decided the organization needed a new computing system that could not only address the challenges of meeting customer demand but also deliver valuable new productivity advantages.

Wyse Winterm Thin Clients.

A Better Solution

With the help of Allied Systems, a Wyse® Value Added Reseller and an expert

in turnkey technology solutions for accounting applications, Jacklin Seed settled on Winterm™ Windows®-based terminals as the basis for its new system. Jim Charboneau, Allied's president and CEO explained why they were drawn to Winterm devices, "Accounting is a particularly specialized field with many technical issues. Wyse Winterm thin clients offered key benefits such as compatibility with the existing infrastructure, a high level of security, and centralized computing. The Winterm solution is also the first to offer a Windows motif that includes Microsoft® Office and/or WordPerfect packages."

WYSE
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Smarter. Easier. Thinner.
Innovative Thin Clients from Wyse.

Winterm Thin-Client Benefits

Winterm thin clients offer key benefits for Jacklin Seed, including compatibility with the existing infrastructure, a high level of security, and a centralized computing environment for easy management.

The Solution

Jacklin Seed deployed 40 Winterm model 2500 thin clients at its headquarters and three remote sites, with a centralized database at headquarters. A backup server handles print functions and maintains the user base.

Results

The centralized Winterm solution provides system-wide access. As information is placed into the system, it is immediately distributed throughout the system. Everyone hooked up to the network can not only always have access to up-to-date information but can also take immediate advantage of software upgrades as they are performed on the centralized server.

Architecture

- Winterm 2000 series, model 2500 thin clients
- Compaq Proliant servers: one dual-processor 4500R rack-mounted system and one Proliant 4-processor system
- Citrix® WinFrame® server software

Implementation Concerns Resolved

For Allied Systems, helping Jacklin Seed implement a new computer system was a major challenge.

"The Jacklin Seed installation required numerous remote sites, the need for real-time reports, remote as well as local printing, and point-of-sale devices. It had to be a system that knew exactly what was coming in or going out in a matter of minutes," said Charboneau.

Charboneau was pleased to see that the Winterm solution could meet all of these requirements.

A Successful Installation

"Several key pieces had to be in place in order to move forward," according to Charboneau. One of these was compatibility with the existing infrastructure, which the Winterm solution, with its open systems architecture, provides.

Another was support for the existing MIS infrastructure. Again, there were no obstacles—Jacklin Seed's existing application had been written in the 1970s and was no longer supported so the MIS group welcomed the change.

A third consideration was the assistance of manufacturers. Once again, Allied Systems felt it had the level of support it needed. "I can think of no better companies to be working with," stated Charboneau, "than Wyse and Microsoft. There definitely was a high comfort level."

Results

Today, the configuration consists of a centralized database residing on two servers at Jacklin Seed's headquarters in Post Falls, as well as a backup server that handles print functions and maintains the

user base. This configuration provided immediate system-wide access: As information is placed into the system, it is immediately distributed and everyone involved is kept up to date.

Another key benefit is a capability called "shadowing." If an employee requires some assistance from an administrator to solve a problem, the administrator is able to shadow the employee directly from the desktop, assisting and resolving the matter in minutes. Charboneau summarized, "It's true desktop management."

Harvesting the Future

In sowing the seeds for its own continuing success, Jacklin—by working with companies such as Allied Systems and Wyse—has also sown the seeds for some strong, ongoing technology relationships.

Wyse Technology
3471 North First Street
San Jose, CA 95134-1801

For more information call:
800 GET WYSE
(800 438 9973)

Visit our website at:
<http://www.wyse.com>

Or send email to:
info@wyse.com

International Sales:
China 8610 6264 1405
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