



# PowerTerm<sup>®</sup> WebConnect

Empowering Enterprise-Wide Application Access



# Enterprise Data and Applications - for an Agile, Effective Workforce

Enterprise-wide data, services and applications are the backbone of corporate IT assets. Quick, simple and secure on-demand access is crucial to gaining a competitive edge.

## WHAT'S THE CHALLENGE?

Today's organizations rely on their IT departments to reduce IT costs, while meeting enterprise business objectives: Achieve maximum security, increase operational efficiency and provide business agility – while lowering TCO.

Moreover, few businesses are able to run all their core business applications on a single platform. Yet multi-vendor tactical solutions rarely address issues at the enterprise level, focusing instead on departmental or project-related needs. The lack of standardization results in soaring TCO and a lower Return on Investment. Enterprises need a comprehensive solution that provides secure access to applications residing on enterprise systems – regardless of the system type – Windows® Terminal Servers or legacy host systems. And one that facilitates the deployment of new applications, like CRMs and ERPs.

## Virtualized Application Access On Demand, Anytime, Anywhere

The combination of secure enhanced RDP capabilities and centralized Web-to-host access makes PowerTerm WebConnect the product of choice for organizations seeking to maximize IT investments while satisfying user requirements.

“*PowerTerm WebConnect offered superior features in terms of control over user activity, communication with users and ease of installation and configuration.*”

*Jonathan Hammond, Unix Applications Support Team Leader  
Cumbria County Council*

## ERICOM POWERTERM® WEBCONNECT DELIVERS

Whether you need local or remote on-demand, secure access to either Windows Terminal Servers or legacy host systems, PowerTerm WebConnect offers it all – in a single, secure, integrated solution for server-based computing, centralized Web-to-host terminal emulation, or both – for Windows and Linux desktops and thin clients.

### Key benefits for the organization include:

- Off-the-shelf solution, ideal for heterogeneous environments: Windows Terminal Server and legacy host systems
- Increased employee mobility that enhances productivity and corporate agility
- Centrally managed configuration of users and applications
- Secure, authorized access that protects valuable business data resources

### IT administrators enjoy:

- Fast centralized application roll-outs, saving IT staff time and travel costs
- Ability to troubleshoot and train users remotely
- Greater control over security – even across the Internet
- Easier manageability of the IT environment with increased ability to monitor application access

### Satisfied end-users benefit from:

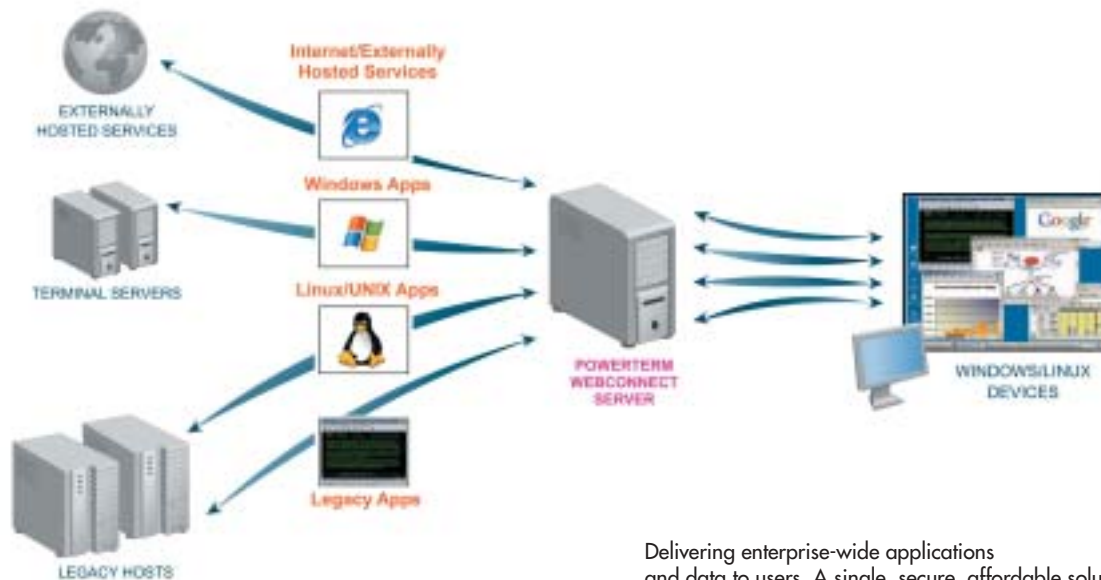
- Intuitive and easy-to-use application access
- On-demand access of Windows Terminal Server and legacy application regardless of the user's location and desktop platform, or on where the application resides
- Virtual delivery of remote applications, transparent to users, with a familiar and local look and feel

## WHAT'S UNIQUE ABOUT POWERTERM® WEBCONNECT?

PowerTerm WebConnect is the only market solution that organizations can standardize on, for a true single enterprise-wide application access experience. It provides integrated native access to mission-critical applications and data residing on a variety of platforms, including Microsoft Windows Terminal Server (WTS), IBM mainframe, IBM midrange systems, UNIX and more, over any connection type, quickly, easily and efficiently.

## LOWER TOTAL COST OF OWNERSHIP (TCO) OF OWNERSHIP (TCO)

PowerTerm WebConnect enables organizations to realize the benefits of their IT investments while aligning IT departments with enterprise business needs. By improving IT manageability and minimizing IT complexity, PowerTerm WebConnect reduces Total Cost of Ownership (TCO) while extending the life of vital data and applications.



## POWERTERM® WEBCONNECT PRODUCT LINE

Each of the four offerings features a wide range of powerful, productivity-enhancing tools that extend standard enterprise application access capabilities.

- **PowerTerm WebConnect Enterprise** – Full-featured Server based Computing (SBC) solution provides secure, centrally managed access of applications residing on Windows Terminal Servers and legacy systems.
- **PowerTerm WebConnect RemoteView** – Full-featured Server based Computing (SBC) solution delivers secure, centrally managed access to Windows Terminal Servers with enhanced functionality.
- **PowerTerm WebConnect HostView** – Features secure, centrally managed Web-to-host access to a wide range of legacy hosts, including IBM mainframe zSeries and IBM midrange iSeries, OpenVMS, Unix, Linux, Tandem and more, from over 35 terminal types.

- **PowerTerm WebConnect for IBM® Workplace** – offers single-click access to enterprise-wide Windows and legacy applications. Personalizing access according to one's role in the organization adds a new dimension to the flexibility and functionality of the desktop portal environment.

PowerTerm WebConnect's product offering is interoperable on Windows and Linux clients and servers, and compatible with all JSR-168 compliant portals.

### Browser-based Host Access - the Solution of Choice

PowerTerm WebConnect provides all the benefits associated with traditional PC client access software, and all the advantages of a server based solution. Fast and easy, secure, centralized deployments, updates and support make the solution ideal for companies with multiple locations and numerous users. By eliminating the need for costly client-side installations and technical support PowerTerm WebConnect enables enterprises to lower the costs associated with individual licensing, maintenance, support and updates.

# POWERTERM WEBCONNECT REMOTE VIEW ADDS

Making it Easy for the User. All the Applications you Need....None of Those You Don't. PowerTerm WebConnect delivers to the user's local desktop only those applications the user needs, simplifying deployment and reducing license costs.

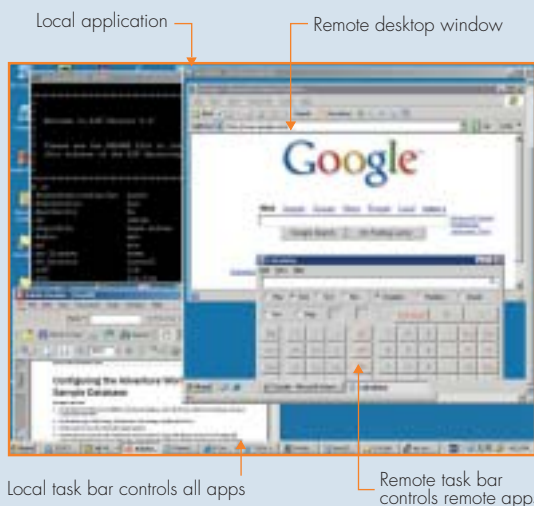
Applications are delivered in patent-pending True Seamless Windows. PowerTerm WebConnect True Seamless Windows provides the user with a familiar desktop look and feel, as if remote applications were at the desktop level of the user or group. The consistent look and feel of local and remote applications improves productivity, enhancing the overall user experience. Published applications, appearing both in the Application Zone and Web Interface, are also accessible via icons on the Desktop or in the Start menu. Moreover, application access policies can be linked with user accounts, within Active Directory.



Application Zone in a Portal Environment - Just click & launch the applications you need.

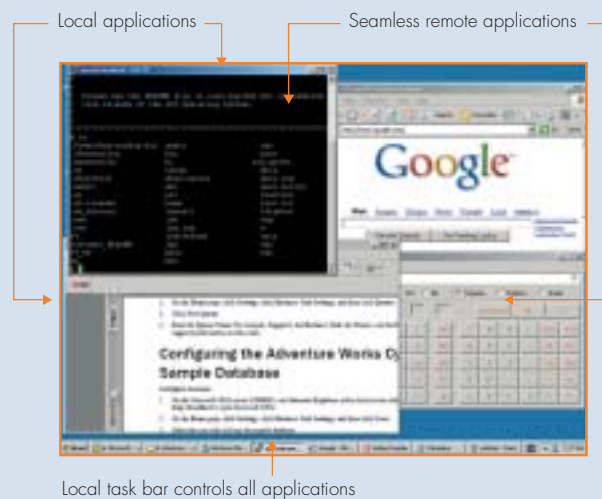
## Standard RDP Desktop Mode

- Remote applications can only be arranged within the remote desktop window
- Users need to master awkward navigation and scrolling techniques to operate windows within windows, or constantly toggle between desktops
- Two task bars: one for local and one for remote desktop
- Using Alt +Tab to switch between applications only works within a single desktop



## PowerTerm® WebConnect True Seamless Mode

- Local and remote applications look and behave identically
- Windows for local and remote applications can be arranged anywhere on the desktop
- Users can easily switch between local and remote applications using mouse or keyboard (Alt + Tab)
- One task bar controls all applications



*If you run any combination of Windows Terminal Servers or legacy hosts, PowerTerm® WebConnect can deliver substantial benefits and cost savings over any other solution.*

# VALUE TO WINDOWS™ TERMINAL SERVER

## Robust, Enterprise-Class Access Security

PowerTerm WebConnect enhances enterprise security and is a vital component in regulatory compliance. Centralized control of applications ensures that users access only those applications and data authorized to them. Also, using SSL and storing enterprise-wide applications and data on servers instead of desktops minimizes the risks of theft or loss, thus ensuring safer transmissions of information between the network and the end-user.

- **Built-in SSL Gateway** – The built-in SSL Gateway channels RDP traffic through secure transport (SSL). A protective layer with user authentication and optional encryption protects hosts from any kind of direct connection.
- **Single Sign On** – PowerTerm WebConnect's Single Sign On (SSO), for pass through authentication, can transparently encrypt all communications to assure privacy and data integrity. With Single Sign On, the user has one user login and password to access all enterprise host systems. LDAP integration, a key SSO component, further secures by refusing entry to unauthorized users trying to log into PowerTerm WebConnect.

## Maximizing Enterprise Performance with Application and Server Load Balancing

PowerTerm WebConnect prevents downtime, improving user productivity and workflow. Highly scalable, the PowerTerm WebConnect Server is tested and proven to support up to thousands of users distributed across a Terminal Server farm. Terminal Server and application load balancing capabilities optimize server connection sessions, allocating the best server for the optimal connection.

## Real-Time Remote Desktop Assistance

PowerTerm WebConnect's built-in remote desktop support tool allows for quick and immediate troubleshooting of local and remote users, reducing productivity lags. Virtually eliminating the need for system administrators to visit user desktops, the tool features real-time instant messaging together with the ability to handle dynamic IP addresses, even for users who are behind firewalls, using DHCP, or connecting via one of the Internet service providers.

## Failovers and Session Reconnect

PowerTerm WebConnect supports multiple backup servers to ensure constant system availability and high reliability. This is crucial to enterprises during a shutdown or failover, and particularly useful for mobile and remote users. Session Reconnect, in addition to automatically resuming user-sessions from the point of interruption, also saves the user from repeating the laborious process of logging in and data reentry.

## What About Linux?

PowerTerm WebConnect is available to run on Linux Servers, supports Linux back-end hosts, and delivers to Linux devices (desktops, thin clients or any other Linux device), reflecting Ericom's commitment to Open Source and organizations migrating to Linux.

Savings are significant, both in financial terms and in user experience, since users are saved the frustration of having to learn new applications, even if they have switched to Linux desktops.

## Web Application Interface

PowerTerm WebConnect is compatible with the way you want to deploy applications and provide user access. A simple Web page interface simplifies access to applications. The user logs in and the published applications are listed via icons, a dialog box, or Windows menu. Moreover, PowerTerm WebConnect supports multiple format extensions, including ASP, ASP.NET and JSP.



## Everything you need for virtualized application delivery. At Last.

Ericom's PowerTerm WebConnect provides secure, centralized access and remote support to a comprehensive range of enterprise applications, residing on Windows Terminal Server and legacy host systems.

	PowerTerm® WebConnect			
	Enterprise	HostView	RemoteView	for Workplace
Centralized, Remote Provisioning and Administration	✓	✓	✓	✓
Remote Desktop Protocol (RDP) Enhancements	✓		✓	✓
Legacy Host Access to Over 35 Terminal Emulation Types	✓	✓		✓
Server AND Application Load Balancing	✓		✓	✓
Enterprise-class Scalability	✓	✓	✓	✓
Enhanced SSL Gateway Security	✓	✓	✓	✓
Applications Publishing	✓		✓	✓
True Seamless Windows	✓		✓	✓
Applications Access for Windows and Linux Desktops	✓	✓	✓	✓

“ It was refreshing to tie up with another solution provider who spoke our language and understood our concerns. From day one Ericom has delivered a solid product with a high level of service and support wrapped around it. ”

Arnold Garber, CEO  
Compu-Clearing Outsourcing

### Extend the Life of Your Corporate IT Assets With PowerTerm® WebConnect

- Remove physical and geographical barriers to application access, enabling easy access to organizational assets.
- Prolong the life of legacy applications by preventing the need for costly conversions.
- Modernize legacy applications for current and future business needs.

## TEN REASONS TO UPGRADE TO POWERTERM WEBCONNECT

Upgrading from your existing connectivity solutions to Ericom's PowerTerm WebConnect – an efficient, flexible, secure and economical enterprise-wide application access solution – helps you meet common industry challenges.

- Quick and simple software deployment and updates
- Centralized management and configuration; flexible operation
- Support and training for local and remote end-users
- Improved data security
- Automatic session reconnect
- Improved end-user experience
- Convenient log-in experience
- Improved system reliability
- Centralized management and administration
- Reduced licensing costs

*“For the Royal Wolverhampton Hospitals NHS Trust, PowerTerm is proving to be a valuable investment.*

*The new system is proving so reliable that it is having a positive impact on the IT support work load and because all the configuration is done at the server.”*

*Phil Morgan, Network & IT Services Manager,  
The Royal Wolverhampton Hospitals NHS Trust, UK*

### Meeting Up With Real World IT Environments

Client Platforms	Windows 95 Windows 98 Windows ME	Windows NT Windows 2000 Windows XP	Windows 2003 Windows CE Linux
Server Platforms	Windows 2000/2003/2003 x64	Linux for x86	Linux for POWER
Microsoft® Windows Terminal Server	2000	2003	2003 x64
Hosts	IBM Mainframe IBM AS/400 Unix	Linux OpenVMS Data General	Tandem HP 3000 SCO
Emulations	IBM 3270 IBM 5250 IBM 3151 VT 52-525 BBS-ANSI SCO-ANSI AT386	Linux AIX Term Wyse 50/50+/60/370 Televideo TVI 910+/920/925/950/955 Data General	ADDS VP A2 HZ 1500 Siemens HP 700/96 HP 700/92 Tandem 6530 XTERM
Security	SSL	SSH	SFTP





## WHAT DOES POWERTERM WEBCONNECT MEAN FOR YOU?

PowerTerm WebConnect is the only market solution that allows enterprises to standardize on a single application access solution, without compromising on quality or functionality. Backed by Ericom's global expertise and excellence in support and professional services, PowerTerm WebConnect's comprehensive set of features and administrative tools deliver significant advantages across the organization – to the business, end-user and IT administrator:

- **Centralizes, Simplifies and Optimizes IT** – PowerTerm WebConnect enables organizations to simplify and optimize their IT infrastructure. Your organizations will be able to lower TCO and increase ROI by moving towards a comprehensive enterprise-wide application access solution that optimizes software distribution, backups, remote support and disaster, recovery, plus more.
- **Maximized Return on Investments and Lower TCO** – Running applications from a centralized location improves performance of both your end-user and your IT department, allowing enterprises to realize the business benefits of their IT investments.
- **Speeds up Access and Delivery** – Centralized, virtualized access removes the complexities of quick, one-time application rollouts, updates, and securing multiple client types on individual user's desktops. It allows IT administrators to deploy mission-critical applications far more quickly than if they were installed locally, ideal for thousands of users on the move.
- **Optimizes Network and CPU Usage** – PowerTerm WebConnect Server performance is managed and optimized, routing clients through the PowerTerm WebConnect Server, or by allowing direct connections to the host without being routed. Since our legacy access doesn't utilize Microsoft Terminal Server licenses, network or CPU, fewer servers are used, translating into lower bandwidth usage and server overhead.
- **Extends the Life of Enterprise IT Assets** – By supporting a wide range of enterprise systems, PowerTerm WebConnect extends the life of data and applications that make up the core of today's business processes. With PowerTerm WebConnect, it's easier to scale and centralize your IT and human resources for greater efficiency and cost savings, all while growing your business.
- **Aligns IT Security With Business Goals** – Central point of administration and control offers IT administrators a far more effective and secure method for managing and controlling user access to mission-critical business applications.

## ERICOM – ACCESS DONE RIGHT

Ericom® Software is a leading provider of Enterprise-Wide Application Access Solutions. Since 1993, Ericom has been helping users access enterprise mission-critical applications. More than a decade later, Ericom is enabling access to applications running on a broad range of Microsoft® Windows® Terminal Servers, legacy and other systems. Our goal is to help enterprises realize the benefits of their IT, by helping businesses achieve the maximum return from their enterprise applications and environment – legacy, current and future. With over 6 million installations in 45 countries, Ericom has offices in the United States and EMEA, and a worldwide network of distributors, strategic partners, and OEM partners.

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