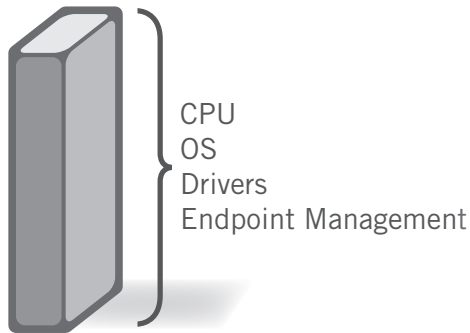


# Thin vs. Zero

## Benefit Brief

### Thin Client



### Pano Device



### A true zero client

- No O/S or endpoint management
- No CPU or memory
- No applications or data
- No moving parts
- Purpose built for desktop virtualization

Sometimes what seems like a small difference can become a big difference — that is the case with thin vs zero clients, in fact it is large enough to seriously reduce the intended advantages.

No matter how thin a client is, at minimum it requires an operating system, drivers, and endpoint management software. It means something has to be managed at both ends, the desktop client, and the DVM on the servers; as well as a management system to manage the O/S and drivers. In contrast the Pano Manager only brokers the Pano Device to DVM connection. Thin clients eliminate three of the biggest TCO advantages of desktop virtualization; having an IT Staff person physically travel to the endpoint to “fix” it, supporting the endpoint management tools, and losing the opportunity to reduce end-user downtime.

On the other hand, a zero client is basically only a device that facilitates the connection of peripherals to the virtual machine residing on the server. There is no O/S, applications, data, CPU, memory, power supply, fan or other moving parts — NO endpoint management. This is why the TCO calculations for zero clients are better than for a thin client — no matter how thin it is.

Another consideration is that all of the thin clients on the market today require other products to create a complete end-to-end desktop virtualization solution. Some of these products may even come from another vendor, thus adding to the complexity and management cost of the solution and again reducing the TCO savings.

The Pano Solution is the only true zero client on the market and it is also a complete, purpose built VDI solution. This makes it the easiest endpoint client to buy, deploy, use, and manage, along with the best TCO. In this case — zero is better than thin.

### Excerpt from Nina Plastics Case Study

*“I had read about complications with other solutions that involved thin clients,” said Patel. “Since Pano VDS is a zero client, we just plugged it in and it worked right out of the box. With the Pano Manager and the VMware management features, the solution didn’t need a lot of configuration and it took around 10 minutes to get up and running. The Pano Logic concept was very simple, so we quickly saw how Pano VDS could replace our additional desktops.”*

Kunal Patel, IT Director, Nina Plastics

For the full case study, please visit:

<http://www.panologic.com/partner-portal/downloads/customer/nina-plastics-case-study.pdf>

