



ABOUT THE CUSTOMER

Sidel is a manufacturing company providing equipment and services for packaging liquids such as water, carbonated and non-carbonated soft drinks, sensitive beverages such as milk, liquid dairy products, juices, tea, coffee, isotonic and beer, food and home and personal care.

Sidel manufactures and services equipment that enables other companies to package these liquids using PET, can, glass and other materials. It specializes in manufacturing blow-moulding for production of PET bottles, plus fillers, labellers, pasteurisers, bottle and crate washers, packers, craters, and palletizers machines.

Sidel has 50 offices and 5,487 employees spread out across more than 190 countries. This includes nine research centres in total with a combined total of over 40,000 machines. In 2003, Sidel joined Tetra Laval Group, a multinational corporation active in liquid food packaging. The Tetra Laval group is divided into three divisions: DeLaval, Tetra Pak and Sidel.

About the Reseller

Sidel came to Stratodesk by way of our French Reseller, CONTINUUM Technologies.

CONTINUUM Technologies is a French based company and Stratodesk reseller that specializes in virtualization solutions. CONTINUUM helps their customers transition to the end user computing space by leveraging cutting edge technology and hyperconverged infrastructures.

A few facts about CONTINUUM and Stratodesk's relationship:

- NoTouch Desktop is one of the most requested products from CONTINUUM.
- CONTINUUM customers love Stratodesk's price to performance ratio, especially when compared to competing solutions.
- Additionally, CONTINUUM customers appreciate VMware and Citrix Clients, HCL certification, Raspberry Pi compatibility and performance, ease of use with NoTouch Center, the frequent updates made to the platform and its easy roll-back.

THE CHALLENGE

Several obstacles existed between Sidel and a perfect Thin Client solution.

Sidel's IT needed a solution that would enable them to standardize its diverse fleet of NUC and Raspberry Pi Thin Client devices. Additionally, IT needed to power and manage hundreds of devices spread out across multiple locations.

To make matters worse, the operating system versions and settings were different across every endpoint. They needed a Thin Client management solution that is capable of managing everything from the individual OS updates and patching on endpoints to setting their configurations and settings.

Given Sidel's mixed infrastructure made up of NetApp storage arrays and Cisco servers pooled with an advanced VMware Horizon deployment comprised of NVIDIA Grid cards (M60, P40 and T4), finding a solution that could enable secure and swift management for all Raspberry Pi and Intel NUC devices was no easy task.

A Standardized Endpoint Approach was Lacking

Sidel needed a secure, standardized approach to endpoint computing. Sidel's IT of Corcelles-lès-Cîteaux identified that managing a mixed collection of Raspberry Pi 3 devices with Intel NUC would be complicated to say the least.

"We currently have a fleet of 200 hardware (NUC and Raspberry Pi) devices. It would have been difficult to manage various operating system versions and adjust live settings unitarily" –

Jérôme Pouleau, Sidel's IT Operations Manager of Corcelles-lès-Cîteaux

Ultimately, he would need to find a solution powerful enough and flexible enough to standardize this seemingly disparate collection of devices – one that could do so from the convenience and ease of one management center. Additionally, the software would need to be strong enough to deliver excellent 3D end user experience using VMware's Blast Extreme protocol. It needed to be flexible to handle Sidel's challenging use case, while also ensuring total security.

Lastly, because Intel NUC and Raspberry Pi devices were spread out across multiple sites, it was imperative that those devices not store important and vital information. Jérôme had his work cut out for him.

Fast and Easy Deployment

Many endpoints at different locations throughout the company meant that fast and easy deployment was at the top of Jérôme's endpoint management checklist. Having a solution in place that could quickly and securely deploy operating systems onto endpoints was an absolute necessity. Sidel's IT could not afford to waste precious resources on updating and deploying operating systems like Windows on each and every single endpoint device. Instead, Sidel's IT needed a minimal footprint OS that could quickly deploy onto all of their devices.

Wasted IT Hours

Along with the need for fast deployment, Sidel needed a solution that could update endpoints securely from the ease of one location. Sidel's IT could not afford to spend countless IT hours and budget on sending professionals to every location where endpoint devices were present. What's more, Sidel needed a solution that could keep endpoints configured and up to date with current and future IT configurations. In many cases, the endpoint device itself might also need to be updated automatically from the moment it is set up at the remote location.

Mixed Devices Add Complexity

As if these demands were not already high enough, Sidel's digital perimeter also included mixed devices. Not comprised solely of Raspberry Pi 3s, Sidel's IT required a solution that could manage across platforms. In addition to using Raspberry Pi, Sidel's IT also had Intel NUC x86 devices that needed to be repurposed with a powerful, secure OS.

It seemed that no single solution on the market could meet this long list of specific and tailored IT requirements.

THE SOLUTION

Stratodesk Software

Ultimately, Stratodesk software was the only end-to-end software solution able to fulfill Sidel's requirements. Stratodesk NoTouch Desktop is capable of deploying onto endpoint devices bare metal, transforming them into powerful and secure, NoTouch Thin Clients, and manages them from the convenience of one, central location. It works with both x86 and ARM based devices and ensures the security of Sidel's digital perimeter by making sure no confidential data is housed on the endpoint device.

A Powerful and Versatile Operating System

Stratodesk NoTouch OS is Linux based and deploys onto endpoint devices bare metal. In the event one of Sidel's IT devices is lost, stolen or compromised, no vital corporate information can be taken from it. What's more, the solution can prevent third party applications, and anything else that the system administrator does not want to allow – which makes it perfect for scenarios like the one Jérôme was trying to solve.

What's more is the fact that Stratodesk NoTouch OS performs spectacularly on both Raspberry Pi based devices and Intel NUC, even on most graphically demanding applications like SolidWorks.

Stratodesk NoTouch Desktop Enables Centralized Endpoint Administration

Stratodesk NoTouch Desktop is comprised of not only NoTouch OS but also NoTouch Center. NoTouch Center is the advanced and complete endpoint management solution. It allows organizations to manage their entire secure digital perimeter of endpoint devices from the ease and convenience of one location, via one easy to use browser-based management center.

With NoTouch Center, Sidel's IT is able to set specific roles per endpoint groups. Not only can NoTouch Center manage both Intel NUC and Raspberry Pi, with it Sidel's IT can easily configure different settings for his Raspberry Pi devices than his Intel NUC.

The savings and time benefits gained from the management solution is hard to overstate. No longer does Jérôme need to send an IT professional to every single endpoint device in

order to update or patch it, or to make sure that it is up to date. Instead, Jérôme can get a real-time tactical overview of all devices from the ease of his own office and update them and configure them from there.

He can also choose configuration settings from NoTouch Center, making sure endpoints are automatically ready from the moment that they are connected to the environment.

Fast Deployment Options

What's more, Stratodesk software can be easily and effectively deployed onto endpoint devices. Many deployment options exist for endpoint devices, including PXE Boot, MSI installer, as well as disk/USB installation.

*“Stratodesk takes just 5 minutes to set up” –
Jérôme Pouleau*

Furthermore, when deploying Stratodesk software onto endpoint devices, Jérôme does not need an IT professional available where the endpoint is being installed. The device simply needs to be plugged in, turned on, and with one firewall rule, Jérôme can easily add new devices to his secure management center.

Additional Cost Savings

Sidel was also able to get increased savings benefits from using Stratodesk software. Not only did he cut IT resources through simplified management, using Stratodesk with low cost hardware was also a huge benefit.

*“Just compare a complete Raspberry Pi kit that costs around 100€ (RAM, SD card, power supply, housing) to a regular PC or traditional Thin Client” –
Jérôme Pouleau*

World Class Support

Stratodesk's excellent support was also one of the primary reasons that Sidel chose Stratodesk. In regard to his experience with Stratodesk support – Jérôme says: “We appreciated the responsiveness, quality and accuracy of those responses. We feel that everything was done to quickly satisfy our requests. Stratodesk support has also been incredibly helpful even during our trial period.”



THE FUTURE

Nicolas Ballet of CONTINUUM Technologies asserts that Sidel is just one of many of the reseller's customers who have realized the many advantages of Stratodesk software over the competition.

"NoTouch Center is a key differentiator from the competition" – says Nicolas. .

"Centralized management is mandatory when dealing with hundreds of devices or more. NoTouch Center's Save and Announce feature is instant and reliable."

In addition to NoTouch Center, Nicolas sites several more features and benefits customers can expect from Stratodesk software, including:

- **Price:** Stratodesk Raspberry Pi devices are becoming more and more popular and are great Thin Client alternatives.
- **Performance:** a Stratodesk Raspberry Pi often outperforms competing, high-end Thin Clients. They also natively support full H.264 acceleration and provide official VMware and Citrix clients for best performance and compatibility.
- **Great end user experience** over VMware PCoIP and Blast Extreme protocols.
- **Regular updates** and the ability to easily roll-back.
- **Hardware independence:** Stratodesk is a 100% software solution.

Today, Sidel has hundreds of Stratodesk licenses in place across their organization, and are ecstatic to be an ongoing, Stratodesk customer.

About Stratodesk

Stratodesk is redefining endpoint computing by delivering a single endpoint solution for VDI, DaaS and IoT markets. Today's enterprises are moving beyond traditional desktops towards smart workplaces where the diverse network of endpoint devices will create interoperability and compatibility issues without a single unified endpoint solution.

Stratodesk's cutting edge linux-based endpoint OS and management suite, NoTouch, is a next generation, hardware-agnostic solution that enables companies to cost-effectively manage their endpoints. Our solution works seamlessly across x86 and ARM based hardware products (including Raspberry Pi) to provide a unified platform for your endpoints. It also increases endpoint security, simplifies user experience and allows customers to maximize the benefits of existing desktop hardware (Laptops, Thin Clients, PCs and ARM devices) through PC Repurposing.

