



Turning the page on traditional desktops

Publisher Signo editores helps personnel work more productively while cutting energy use by 90 percent on desktops by rolling out thin clients



Signo  editores | Arts, Entertainment, and Media | Spain

Business needs

Signo editores looked to change its desktop strategy and move away from PCs, which were proving expensive to maintain and less than 100 percent reliable. It wanted to move to a high-performance desktop infrastructure that boosted employee productivity, cut management overheads and lowered energy use.

Solutions at a glance

- [Cloud Client-Computing](#)

Business results

- Greater staff productivity through improved IT performance
- Excellent support across multiple work roles
- Higher user satisfaction with 10-second boot times
- Fast rollouts across multiple locations

90%

reduction in energy use cuts IT costs



Zero

downtime enables IT to focus on higher-value tasks



How often are we told that printing as we know it is coming to an end, and that books are all going to be electronic one day? This vision of publishing's future is yet to come true. Publishers such as Signo editores in Spain are showing that paper and technology can work happily in unison.

Signo editores, which has been in business for 40 years, publishes high-end books on subjects such as art, history, architecture and literature. Its publications are known for the quality of their paper and texts. The company has 31 offices across the country, many of which operate as distribution centres as well as administrative offices.

When PCs no longer deliver

Historically, Signo editores staff worked on PCs. While the technology helped employees be more efficient, the cost of maintaining such a widely spread client base was high. What's more, the efficiency of staff would fall as the machines became older and the number of technical failures increased. For the IT team, the PCs were a challenge. The failures increased workloads and the IT team spent a lot of time travelling between offices to make repairs or install updates because most sites lacked a dedicated IT resource.

Thin clients open a new chapter

The company was keen to replace the PCs with thin clients. It had already rolled out a small number of thin clients running Citrix software and was impressed by the results. Pedro Alberto Miguel, IT manager at Signo editores, says, "The thin clients proved to be much more reliable than our PCs. They were easier to manage and less power hungry too." The small number of clients had been Dell Wyse, and Signo editores returned to Dell Wyse for a solution that it could deploy companywide.

An era of productivity

Following a successful pilot at the company office in Madrid, Signo editores deployed Dell Wyse 3010 devices running Dell Wyse ThinOS with Citrix across its

offices. "We chose Dell Wyse ThinOS because it's a light operating system and we can distribute it easily across remote offices using minimal bandwidth," says Miguel. "Plus, because of its closed nature, it's highly secure."

The implementation quickly had an impact on the productivity of staff. Says Miguel, "Staff no longer face disruption from desktop failures because the Dell Wyse endpoints have excellent stability. They can work much more productively."

Faster and more effective

Staff are highly satisfied with their Dell Wyse devices — not only because of their reliability, but also because of their speed and performance. Comments Miguel, "Staff turn on their Dell Wyse devices and they boot up in 10 seconds. No waiting around — they can get to work straightaway."

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Pedro Alberto Miguel, IT Manager, Signo editores

Happy personnel are loyal personnel

Feedback from personnel is that the endpoints are delivering the same high level of performance across all locations. "We've seen zero downtime from our Dell Wyse endpoints since they were deployed," says Pedro Alberto Miguel. "IT can focus on strategic IT projects." And if there are issues with any endpoints, the IT team can just swap the devices out for new ones. "We've found that Dell Wyse devices are incredibly easy to deploy and manage," confirms Miguel.

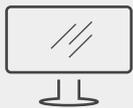


90% energy savings mean bright future

Signo editores is making significant savings thanks to the energy efficiency of the Dell Wyse thin clients. “We could be reducing energy use by as much as 90 percent across the desktop estate by switching from PCs to Dell Wyse thin clients,” says Miguel. “Using technology in this way, we’re looking for continued success for another 40 years.”

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Pedro Alberto Miguel, IT Manager, Signo editores



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