ECsys Targets Linux Market and Attracts New Customers with NX

Partner History

ECsys was founded in 2003 by Johan Verhoogt and Nieck Zanen to meet the growing need for Linux and Open Source business solutions. Headquartered in Zeewolde, The Netherlands, ECsys provides IT software and systems for organizations in the government, healthcare, and other industries.

ECsys facilitates improved IT infrastructures through innovative products, such as the Zarafa Collaboration Platform (a Linux alternative to Microsoft Exchange), as well as services that include:

- Groupware
- Data storage
- networking
- Linux migration
- Virtualization
- Server-based computing
- Collaboration
- Remote access
- Security
- Voice over IP

After positive experiences working with Linux and Open Source, ECsys wanted to offer the Dutch market an easy-to-use, cost-effective alternative to Windows and Microsoft. ECsys discovered that NoMachine provided the best performance and usability in a remote access solution. Experiencing nothing but success while working with NX, ECsys decided to become a NoMachine partner, adopting the technology and integrating it with their solutions.

"NoMachine NX is a powerful, cost-effective network computing and remote access solution that has allowed us to develop new IT business solutions for the new and growing market of Linux and Open Source users. With NoMachine NX, we were able to break into the Linux market and effectively meet the demands of our new customers," explains company founder Nieck Zanen.

Expanding to New Markets with NoMachine NX

NX provides a safe and secure, high-performance remote access and network computing solution that enables ECsys to access their customer’s environment, regardless of location, to assist in determining optimal IT solutions. ECsys uses NoMachine’s NX software to access a terminal server from PCs or thin clients and to perform remote management of Linux systems. NX serves as a cost-effective alternative for Citrix or Windows Terminal Server.

Through their partnership with NoMachine, ECsys has experienced:

- Increased access to NX developers
- Enhanced NX support
- Exclusive access to marketing material and other resources
- Development of new products and services
- Expansion to wider markets
- Increased in sales

ECsys developed two new products as part of their portfolio to meet their customers' evolving needs. Implementing NX technology as a key component of each, ECsys’ standard Linux terminal server is a combination of the NX Server and the SUSE Linux Enterprise Desktop, and their NX Server offers a remote access solution for Windows Terminal Server and Linux Terminal Servers.
Maximize IT Investments With NX

ECsys' largest NX user is the Dutch Ministry of Defense. The government agency deploys an NX Server Farm running up to 250 sessions per server to maximize the value of their hardware. Supporting over 4,000 concurrent Linux special-purpose desktop sessions with a total of 45,000 users, NX provides high-performance remote desktop sessions on demand. NX also helps the Ministry meet strict security requirements by providing employees with remote access to Web browser applications on a centralized server, eliminating the need for a direct Internet connection on local machines.

With a 50% decrease in the total cost of ownership (TCO), ECsys chose NX to replace a previous Windows desktop-based terminal server solution. The Dutch Ministry of Defence is now evaluating an expansion of their NX infrastructure with a migration to Linux desktops for normal office use to further reduce the TCO of desktops.

ECsys' first customer to realize the benefits of Open Source and NoMachine NX solutions also saw an extreme reduction in costs from NX. ECsys helped RIAGG Rijnmond, a mental health organization located in Rotterdam, The Netherlands, migrate approximately 300 remotely dispersed workstations to Linux Xubuntu desktops. RIAGG is currently in the process of migrating from a Citrix environment to a Linux terminal server farm. NX enables this solution offering a high level of support and development for the Linux environment. Currently, through NX technology, the Linux desktop is fully functioning and the applications accessed are web-enabled applications, eliminating the use of a Windows-based desktop completely.

About the NoMachine Partner Network

Members of the NoMachine Partner Network are value-added resellers, systems integrators, and technology partners from around the world. NoMachine's partners use the wide range of NX software, technical support, and collaborative opportunities to deliver innovative desktop virtualization and application delivery services to critical, fast-growing markets. To learn more about joining the NoMachine Partner Network, visit www.nomachine.com/partners.