



WYSE IS THE #1 VENDOR THE WORLD'S LARGEST  
BUSINESSES AND INSTITUTIONS TRUST FOR  
SCALABLE NETWORK-CENTRIC COMPUTING  
SOLUTIONS. WYSE HARDWARE, SOFTWARE,  
AND SERVICES ENSURE CUSTOMER'S DESKTOPS  
ARE SECURE, RELIABLE, AND AGILE, PRESERV-  
ING CAPITAL AND INCREASING PRODUCTIVITY.



# THE PROBLEM

Enterprises spend billions of dollars simply ensuring that their computer systems are secure, reliable, and agile.

1



**Wyse elegantly, easily, and affordably eliminates these problems at the desktop**, which is one of the toughest environments to manage – and as a result, we save our customers enormous amounts of time and money.

How do we do it? We build hardware, software, and services that shift computing complexity from the desktop to the network, liberating IT departments from unnecessary support and maintenance functions, empowering users to be more productive in their jobs, and protecting and improving access to critical information and business applications. We call it "scalable network-centric computing."

The simple shift to network-centric computing so dramatically impacts the bottom line that nearly half of the Fortune 100 use Wyse prod-

ucts. We count the top three shipping companies, the top two global banks, the top three government service companies, and six of the top 10 hotels as customers. We are the market leader in our space. And demand for thin clients is growing – global analyst IDC predicts that it will grow 20 percent per year for the next several years, outpacing PC market growth.

Wyse and our technology partners enable the largest companies in the world to achieve a competitive advantage and deliver better service to their customers and employees by allowing them to utilize precious IT resources that many organizations expend on traditional distributed desktop environments. Wyse users are empowered to be more productive due to reduced downtime from viruses, software upgrades, and system crashes, and

because their systems are optimized for their specific work needs. Wyse devices have been proven to be nine times more reliable, and require replacement far less often than PCs. Wyse's sustainable network-centric computing environments are more secure, protecting business data, and ensuring greater business continuity. And the solutions we create are helping enterprises, as well as small and medium businesses.

Wyse is there for you—whether a Fortune 500 company or growing to become one.

## THE SOLUTION

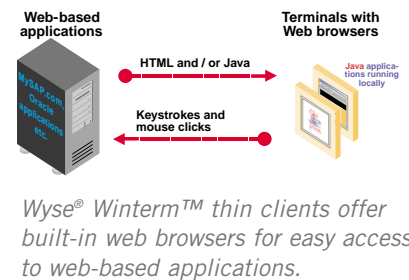
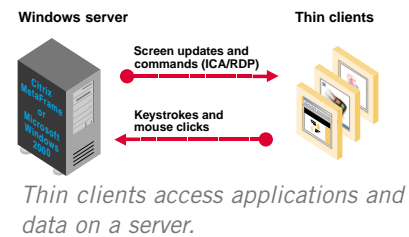
Enterprise-scale network-centric computing, including hardware devices, software products, and professional services for a variety of applications.



2

**Network-centric computing is a computing architecture that shifts complexity from the edge to the center of the network.** This architecture enables new ways to access information and eliminates the most frustrating corporate desktop issues faced by CIOs, specifically security, manageability, reliability, and cost. Network-centric computing is a model that can be used successfully by companies and institutions of all sizes to increase productivity and security while reducing IT costs.

An important segment in network-centric computing is access infrastructure device solutions which reflect Wyse's continuing partnership with Citrix Systems, Inc., which produces MetaFrame® Access Suite, the software that powers much of enterprise-level terminal services installations. Wyse® Winterm™ thin clients connect users to MetaFrame servers to complete the ideal solution.

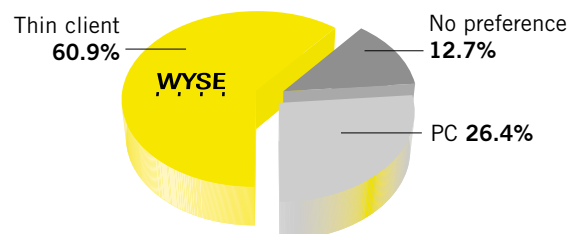


## WHAT DO USERS THINK?

Winmark, a top market research company in the UK, oversaw a “blind test” with over 100 users on their usage and acceptance of thin clients vs. PCs. The results from the

Wyse® Winterm™ Challenge Survey show that seven out of 10 users prefer thin clients over PCs!

“Overall, having completed the tasks, which computer did you prefer?”



Statistically significant at the 99.9% confidence level  
Winmark Ltd, 2004

## PRODUCT OVERVIEW

Wyse's proven expertise integrating managed hardware, software, and services for centralized computing help simplify your network infrastructure and improve user productivity.

3



**The network-centric computing architecture is often called a thin-client architecture.** Soon after network-centric computing began, it became obvious that because the local desktop computing requirements are so minimal, it makes sense to develop small, economical, reliable replacements for big desktop PCs. These solid-state devices are called thin clients and video clients.

### WYSE® WINTERM™ THIN CLIENTS

The Wyse Winterm line of thin clients has led the industry for the seven years it has been tracked. When integrated with additional hardware, software, and services they become part of a complete solution.

### NEXT GENERATION MODELS

#### Winterm S class Thin Clients (multi-OS hardware platform)

The Wyse Winterm S class thin clients feature a compact, sleek design with high-speed I/O, and an innovative attachment system. The S class currently includes models



based on Windows® CE (Winterm S30), Linux Kernel 2.6 (Winterm S50), and Windows XPe (Winterm S90). These products are great for space constrained workspaces or kiosk deployments accessing Terminal Services, access infrastructure, web or web-based applications. The S class's innovative mounting options make this device ideal for difficult environments.

### CLASSIC MODELS

#### Winterm 1 series Thin Clients (Wyse Blazer OS)

Wyse's simplest and most secure thin client, designed for Microsoft®

Terminal Services and access infrastructure applications using Citrix ICA and Microsoft RDP protocols, they are ideal for transaction workers or kiosk implementation within a persistently connected network and high-security applications and environments.

#### Winterm 3 series Thin Clients (Windows CE OS)

Wyse's efficient and powerful terminal combining support for Terminal Services using Microsoft RDP protocol and access infrastructure applications using Citrix ICA. Includes a local IE browser, text terminal emulations, and extended peripheral support provided by Microsoft Windows CE. These products are ideal for knowledge/transaction workers or kiosk deployments accessing Terminal Services, access infrastructure, web or web-based applications.



#### **Winterm 5 series Thin Clients (Wyse Linux V6 OS)**

Wyse's open standards terminal combining support for Microsoft Terminal Services using RDP protocol and access infrastructure applications using Citrix ICA. Includes a local browser, text terminal emulations, Java, and support for embedded Linux applications. Based on a fully-licensed Linux for open source-mandated environments. The 5 series is ideal for Internet-friendly applications and deployments for those enterprises looking for an open source alternative, lower acquisition costs, or support for robust Java applications.

#### **Winterm 9 series Thin Clients (Windows XPe OS)**

Wyse's most flexible terminals, built to run the performance oriented applications including video and Java. Includes a local IE browser, text terminal emulations, extended peripheral support, and locally installed applications com-

patible with the Microsoft Windows XP Embedded operating system.

These products are ideal for knowledge and general office workers who need the power to run embedded local applications or the ability to operate while off-line.

#### **WYSE® IMPARI™ VIDEO CLIENTS**

The Wyse® Impari™ 550 video client enables customers to stream quality digital media from the web or a local server to televisions or large-format displays in any environment. Ideal for video-on-demand and triple-play (voice, video, and data) applications, the Impari 550 is secure, manageable, affordable, and reliable.



Built on the Microsoft Windows XP Embedded operating system, it provides the expandability to tailor your multimedia applications with hardware peripherals and software intelligence.

#### **WYSE™ RAPPORT® SOFTWARE**

To stay productive in an environment of emerging protocols and standards, hardware-like terminals and other embedded operating system-based devices must be managed. Wyse Rapport device management software is one of few products in the industry designed to support global enterprise installations of tens or hundreds of thousands of connected devices.

Wyse Rapport manages an array of devices used by major enterprises and is designed to manage an array of light or stateless devices, such as thin clients and network peripherals (e.g. bar code scanners, wireless PDAs, smartphones) and requires an average of only 80KB of memory space on the device. Competing products require far more space for their local software (agent), (up to 5MB), and are unsuitable for this purpose.

## WHY WYSE?

Wyse's products and services are the most scalable, flexible, and manageable network-centric solutions on the market today.

5



**More large organizations trust Wyse to deliver scalable network-centric computing and access infrastructure solutions than any other vendor.** In fact, the world's largest network-centric computing installations use Wyse. More Fortune 100 companies use Wyse® Winterm™ thin clients and Wyse™ Rapport® device management software than any other vendor's.

Wyse's products and services are the most scalable, flexible, and manageable network-centric solutions on the market today. Our Wyse Rapport management software – which can also manage devices from other vendors – is

designed to manage large numbers of devices deeply, eliminating the need for add-on products or IT staff to visit the user desktop.

Overall, Wyse has shipped over 3 million thin clients, and over a million software licenses, more than any competitor, and more Winterm brand thin clients are installed in customer sites than any competing vendors' device the last seven years running. We have the most established global channel with experienced partners in over 50 countries and we have global reach with offices in North America, Europe, Oceania, India, and Asia.

**The top companies in a variety of vertical markets trust Wyse solutions, including:**

- Two of the top three banks worldwide
- The top three global shipping companies
- Five of the top 10 global telecom companies
- Seven of the top 15 retail companies worldwide – including the #1 retailer in the world
- Two of the top five energy companies worldwide
- The top three U.S. government services companies
- Six of the top 10 companies in the worldwide hospitality space
- Four of the top 20 manufacturing companies worldwide
- Four of the top 10 global grocery and drugstore companies
- The top 3 agriculture/mining/ construction companies
- Three of the top 10 worldwide business services companies
- Three of the top 10 companies worldwide in the non-facility health care arena

## PARTNERSHIPS AND EXPERTISE

Wyse has a broad network of technology and sales partners worldwide that understand the value and importance of network-centric computing.



6

### TECHNOLOGY PARTNERS

Wyse has led the network-centric computing space for over 10 years, and has built partnerships with the technology organizations in the market. Wyse is a source code licensee for both Citrix ICA and Microsoft RDP. Wyse is a Citrix Premier Partner, and has been a key Citrix partner for over 10 years. In addition, Wyse is one of only two thin-client vendors with a direct relationship with Microsoft – in fact, Wyse was named OEM partner of the year by Microsoft three years running, and Wyse is a Microsoft joint development partner for embedded operating systems (Windows® CE and Windows

XP embedded). Wyse is also the only thin-client vendor member of the Open Source Development Lab (OSDL), the owners of the Linux code, and Wyse works with a range of leading chip vendors for our hardware, including AMD, Intel, and Via.

### SALES PARTNERS

Wyse has a network of thousands of channel partners worldwide and a strong channel program that brings the value of network-centric computing to resellers and users alike. In fact, for three years, Wyse has received the VARBusiness "Five-Star Rating" for overall channel commitment and channel innovation.



You can feel confident that when you work with a member of our Wyse Partner Network, you're working with a highly knowledgeable, highly committed, member of the extended Wyse sales force.



**Wyse Technology Inc.**

3471 North First Street  
San Jose, CA 95134-1801

**International Sales:**

Australia 61 (0) 2 9492 0180  
France 33 1 39 44 00 44  
Germany 49 (0) 89 4600990  
India 91 80 51548888  
Singapore 65 6728 9973  
Taiwan 886 3 577 9261  
UK 44 (0) 118 923 2740  
United States 408 473 1200

**Wyse Sales:**

800 GET WYSE  
(800 438 9973)

**Visit our websites at:**

<http://www.wyse.com.au>  
<http://www.wyse.fr>  
<http://www.wyse.de>  
  
<http://www.wyse.com.tw>  
<http://www.wyse.co.uk>  
<http://www.wyse.com>

**Wyse Customer Service Center:**

800 800 WYSE  
(800 800 9973)

**Or send email to:**

[sales@wyse.com](mailto:sales@wyse.com)