

COTMAC

Cotmac-Proex Solutions Pvt. Ltd.

Plot No 168, 'S' Block, MIDC, Bhosari, Pune - 411026,
Maharashtra, INDIA
Tel. : +91 20 27112901 / 30687121 Fax : +91 20 25384411
Website : www.cotmac-proex.com



A perfect balance between organizational performance and IT investment

A VIEW beyond the hardware

We are 5-year-old upcoming group of techies and functionaries. It is our great pleasure to share with you our attempts, those proved the contributions of Thin-Client technology during Y2K era.

If **SULZER /ISMT /THERMAX /CMC /SERUM /UNICHEM /TOLANI /FDC /RAYMOND** had not challenged us to perform, we would not have been in limelight today. Thanks to "Smart Players" for adopting the technology - Thin Client computing. This is widely recognized today for its merits and enormous benefits on deployment.

Diskless computing or Thin Client is no more a MYTH; it is tested and proven technology.

If you have come across any stories of failures then that is due to lack of **INTEGRATION**.

- ◆ We do make Thin Client terminals (Linux), based on non-proprietary components to work seamlessly with Windows, Unix, AS400, DOS / NOVELL, Citrix.....etc
- ◆ Our network card with Linux boot converts your existing PC into terminal without hard disk.
- ◆ Our installations are **Citrix like, low bandwidth network computing** on LINUX /JAVA. We can demonstrate any JAVA technology, (J2EE, J2ME...etc)
- ◆ We have successful installations of BAAN, ORACLE 9iAS, RAMCO on diskless LINUX desktops
- ◆ Our SAP terminal [Plug & Play] is very much functional in the industry.

LINUX works at the back-end, becomes a gateway to any heterogeneous platform. Our challenge is to make network functional efficiently even with 15 year old PCs and bring disconnected world together. [Connectivity among plants, branches, depots, C&Fs, dealers, H.O. and R. O.] without VSATs / KU Band / dedicated leased lines.

- ◆ We help you to reduce your proprietary-licensing burden and retain old investments scalable.
- ◆ We guarantee performance enhancement by minimum 25% on LAN and WAN with CENTRAL server based computing.

We assure you of no strains on your IT budget and help you optimize various computing platforms through the process of standardization across your organization, and be with the time.

If you feel worth challenging, we would be happy to address your concerns. Find out how different we are from others.

More on hearing from you,

Best Regards,

Shailesh Rao
Managing Director
Mobile: 99231 67888



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SERVER CENTRIC / DISKLESS USERS C O M P U T I N G

We provide total **Business** and **computing** solutions for your existing infrastructure. You can very well protect your old, precious investments. Our expertise is to optimize solutions on cross platform connectivity such as UNIX, Windows, Novell, through open source platform **LINUX**.

We help customers to connect branch offices, depots, dealers, C&F agents with one server at HO through dedicated / PSTN lines.

- ◆ All the users are without hard disk, floppy drive, CD ROMS, etc.
The infrastructure is free from virus infection / file truncation / frequent upgrades / fear of obsolescence. Your old 486/ Pentium1 / Celeron PCs can be with the time.
- ◆ One single server is a point of control.
No more running from desk to desk for net work management
- ◆ Open source system like Linux will wipe out your **licensing burden** for Server OS, at user level and also for client access license.
- ◆ Linux being more robust, low hardware resources needed. No worries of proprietary hardware.
You can use off - the - shelf hardware for various computing models.
- ◆ Low bandwidth requirement (6-8 kbps per user) hence throughput is more on legacy systems.
Actual pixel data, key strokes and mouse clicks travel over the network.
- ◆ No peripherals / rotating parts hence consumption of electricity is very low. (85 watts/ user)
- ◆ Windows Licensed applications can reside on Linux server and run seamlessly.
- ◆ Users need not worry about transition. Same user - friendly GUI interface is available with Red Hat 7.x Linux.
- ◆ Free software like star office (5.2 ver), mailing solution, web server plus firewall can run seamlessly on Linux platform.

You can certainly achieve 60 - 70 % cost reduction (software + Hardware) in implementing current solutions with open source systems compare to licensed products. We guarantee you to reduce your **TOTAL COST OF OWNERSHIP** in true sense.

If you feel worth challenging, we would be happy to meet you.

Sincerely,

Shailesh Rao
Managing Director



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INTRODUCTION

Cotmac-Proex Solutions Pvt. Ltd. offers customized business computing solutions based on customers existing infrastructure, requirements and future growth. We do protect the customer's existing investment, build and add value to it without upsetting the routine, day-to-day working of the organization.

We are not computer hardware or peripheral dealers. Our products however are standard items with a difference in terms of value addition and the same are not commonly available in the form that we offer. Our products are with the complete installation, support and training. Our customers are self-reliant.

Our products and services are with built-in TRUST

THE SOLUTION

We consolidate database and applications running on different platforms and enable them server centric. Linux server will be accessed by diskless nodes for various open source applications and the same Linux server will become a gateway to Novell / Windows / Unix / Citrix / AS400 servers.

Our Solutions are based on Thin Clients (Disk Less, i.e. No Hard disk or Floppy disk drives). We are comfortable providing solutions on Propriety Operating Systems / applications software like the Windows, on the Open Source Operating Systems / applications software Like GNU Linux or a happy mix of the two, Hybrid, as we call it, all depending on the customers needs and comfort level.

The solutions basically target the client's workstations that are constantly under threat of obsolescence or in frequent need of upgrades. **Once installed our solutions do not require maintenance, upgrades or any other kind of attention.** They are plug and play devices; just plug into a network, like a telephone instrument and then all maintenance, monitoring tasks etc. are all in the EXCHANGE, in our case it is the SERVER.

PRODUCTS

◆ ProXterm (Net-boot).

It is a small, cool low wattage embedded VIA CPU mini ITX board with a solid-state power supply. Does not have any moving parts, no cooling fan the Power supply. This unit boots from a Linux Server, A change made to bios to enable it to obtain an IP from a Linux Terminal Server. The Linux server can support / host other open source application software like Open Office, Star Office, Mailing, GroupWare etc. Detailed specifications of the motherboard CPU can be provided on request

Beyond the visible profits

◆ **ProX^eterm** Embedded (Self-boot).

A self-booting unit [same as above] except it has a Flash ROM with a basic Linux kernel and suitable open source applications which enables connectivity to Linux / Windows / Novel servers. **This is for customers who are not comfortable with a Linux server and do not want to install or use any other Open source software on Linux.** The unit is also recommended in remote locations on WAN for 2 to 3 workstations where a server cannot be maintained or is not maintainable.

◆ **ProX^eboot** Solution.

This network card based solution is for converting existing PCs in to thin clients. Any PC 486 and above with 16 MB of RAM, and a PCI Bus can be converted to Thin client. The performance will match our ProXterm (Net-boot) at #1.

◆ **ProX^eboot** (IDE FLASH)Solution.

This Flash based solution is for converting existing machines to Thin clients like the ProX^eterm Embedded (Self boot) as described # 2 above. This for customers who do not wish to maintain a Linux server and wish to connect directly to a windows2000 residing terminal server.

Option 1 [Linux server is required]

Diskless nodes / boot cards (ProXterm / ProXboot) will be connected, when kernel flows down from Linux server and establishes the connectivity with the nodes.

Linux server is for open-platform applications (open office, browsing, mailing, and messaging). The same server becomes a gateway to

Novell server for Dos based applications (FoxPro, Clipper, DbaseIV..etc)

Windows 2000 + terminal services for any window based applications

Unix server with VT100/ VT220 emulation

Citrix server for ICA / Metaframe

Video graphic cards of old PCs should be compatible with Linux kernel.

Option 2 [Linux server is not required]

ProX^eterm (self-booting terminal) will boot and connect to Windows 2000 server + terminal server. W2k server will be a gateway to Novell, Unix, Citrix..

Here FLASH is sitting in a 40 pin IDE connector (Hard disk connector on mother board).

Network card of a old PC will be swapped with a new network card, for it's image in FLASH

This solution is effective on WAN links and good for isolated location through embedded Netscape browser for web enabled applications.

At the later date LINUX server can be deployed in the network.

Our Deployment at Various Esteemed Organization Since 1999
Windows Terminal Server Users.

Client Name	Machines / Desktop	Using Since	Environment
The Indian Card Clothing Ltd.	386 Onwards	Sep 1999	NT -TSE with office 2000 and Mail solution
Deepak Nitrite Ltd.	Windows based Terminals & P 100 onwards	March 2000	Windows-2000 with Office 97 and Lotus Notes Client
Beck India Ltd.	Windows based Terminals & P 100 onwards	Mar 2000	Windows-2000 with Office-2000 and Mail Solution
Sulzer India Ltd.	Windows based Terminals & P 100 onwards	Mar 2001	Windows-2000 with Office 2000 and BaaN Client running on Wide Area Network

- ◆ Goregaon Urban co-op Bank
- ◆ Mapro Foods
- ◆ Desai College of Commerce
- ◆ Serum Institute Ltd.
- ◆ York International

Linux -- Open Source Users

Client Name	Machines / Desktop	Using Since	Environment
Indian Seamless and Metal Tubes Ltd	ProXterm (Linux Thin Clients)ProXboot in 486 and Pentium Onwards	2002	Oracle 9i AS with 10G database using Netscape 7 & above browser. Thin Client on WAN for branch connectivity(Delhi, Bangalore, Kolkatta, Mumbai)
Thermax Babcock and Wilcox Ltd.	ProXboot in Digital Pentium P 100 Onwards	Mar 2003	More than 300 diskless desktops connecting to Windows 2003 Terminal Server for BaaN , MS Project, Lotus Notes
CMC Ltd	ProXterm	Aug 2003	Java bases Application with Smart-Card and Biometrics Authentication System
Tolani College	ProXterm & ProXboot	Aug 2003	Windows-2003 with Office-2000 and Mail Solution
IMR College	ProXboot in Celeron Machines	Nov 2003	Office Applications and browsing stations
CorrecText	ProXboot in Dell PII Machines	Dec 2003	Medical Transcription Applications with Word Perfect
Unichem Laboratories Ltd.	ProXboot in Celeron and Pentium Machines	Jan 2004	Accessing BaaN and Office applications, internet using Linux Thin Clients
RK FoodLand Pvt Ltd	ProXterm and ProXboot in Pentium Machines	Jan 2004	Open Office Mail client Browser with Ramco ERP System on Windows
Kalyani Forge Ltd	ProXboot in Pentium Machines	Feb 2004	Novell ERP and Open Office 1.1 and browsing SAP terminals
Bajaj Electricals Ltd.	ProXboot in Pentium and Celeron machines	Feb 2004	Novell ERP and Open Office 1.1 with Mail Client and browsing
Atlas Automative Ltd.	ProXterm	Mar 2004	Novell ERP with Open Office 1.1 with Mail Server, Mail Client and browsing
GKN Sinter Metal Ltd.	ProXboot in standard PCs	Oct.2004	Visual SPC + BaaN on Windows 2003 Shop-floor serial devices are activated on TCS
Unitop Chemicals Pvt. Ltd.	ProXboot in standard PCs	Jun 2005	Novell ERP

Beyond the visible profits

Bay Area Credit Services(I) Pvt. Ltd.	ProXboot in standard PCs	Jun 2005	Developed OUT-BOUND call application on Linux Thin Clients(150 ++ seats) for call centre
CME (Pune)	ProXboot	April 2006	Windows-2003 with Office-2000 and Mail Solution
Ipca Laboratories Ltd.	ProXboot	May 2006	Windows-2003 with Office-2000, Mail Solution
Precomp Pvt. Ltd.	ProXterm & ProXboot	May 2006	Windows-2003 with Office-2000, Tally , Mailing
Ensemble	ProXterm with XPe	June 2006	VB.Net Apps for Narrow Casting
King Fisher Airlines Ltd.	ProXterm & ProXboot	June 2006	XP Embedded with Sabre E Margo Apps
Nilson Technology	ProXterm	Aug 2006	Windows-2003 with Office-2000, Mail Solution
MIDC (Mumbai)	ProXboot	Sept 2006	Windows-2003 with Office-2000, Lotus Notes
Cinemeta India	ProXterm & ProXboot	Sept 2006	Windows-2003 with Office-2000 , Tally , Mailing
Raymond India Ltd.	ProXterm	Oct 2006	SAP terminals, and Office suite, Mailing
Expert Solutions	ProXterm	Oct 2006	Windows-2003 with Office-2000, Mail Solution
Locuz / Pari	ProXterm	Oct 2006	Windows-2003 with Office-2000, Mail Solution
HQ Southern Command, Indian Army	ProXterm	Jan 2007	Windows-2003 with Office-2000, Mail Solution

GUARANTEED SAVINGS - comparing Linux v/s Microsoft Windows OS and proprietary applications.											
Based on number of Users											
Number of users		25									
Software	Unit Price	Linux			MS Windows						
		Rs.	ProXboot	Thin Client	PC upgrade	Fat PC					
Windows 2003 OS	35000	35000	35000	35000	35000	35000					
TSE License	3500	17500	17500	87500	87500						
Server CAL	1500	-	-	30000	30000						
Linux OS RH 7.3 / WINXP	5000	-	-	-	125000	Assuming desk top licenses of WIN 95 /98 for old PCs					
Open office /MS suite	15000	-	-	187500	187500	Office suite is used by only 50% of Users.					
Mailing application	1000	25000	25000	25000	25000	Mail -server for Windows [Mdaemon, post master, MS Exchange]					
Internet proxy	-	-	-	-	-						
Messaging	-	-	-	-	-						
Desk top hardware											
ProXboot cards in old PC	1600	40000	-	N/A	N/A						
ProXterm + TFT LCD	17000	-	425000	N/A							
Branded Fat PC + TFT LCD	24000	-	-	-	600000						
PC upgrade cost	8000	-	-	200000	-						
Server hardware											
for Windows	75000	75000	75000	75000	75000	75000	Branded server PIV / Xeon with 1GB RAM + 18GB SCSI				
for Linux	75000	75000	75000	-	-	-	Branded server PIV / Xeon with 1GB RAM + 18GB SCSI				
for mail	30000	30000	30000	30000	30000	30000	Ordinary PIV desktop with SATA drive + 512 MB RAM				
Installation - one time	35000	35000	35000	35000	35000	35000	One monitor +KB + mouse as a console for all 3 servers via KVM switch				
Total Cost			332500	717500	705000	1230000					
Windows ERP + MS office suite + windows based applications have to run on Windows 2003											
Open-office suite, Internet proxy, messaging on Linux server, Mailing application on separate mail server.											
Hardware -server for database in case of Oracle / MS SQL is required separately with additional licensing burden of Rs 7500 / - minimum per user											
Above reflection is for running Windows as well as Open Platform applications on Linux OS											
Assuming 100 Mbps SWITCH based Local Area Network in place.											
	53%	Savings due to ProXboot LINUX against				Windows	Upgrade PC				
	42%	Savings due to new ProXterm against				Windows	Fat PC				