



Case Study: Deister Machine Company



Deister Machine Company, Inc., located in Fort Wayne, IN, is a leading manufacturer of vibrating feeding, scalping and screening equipment. Their total operations span more than 315,000 square-feet and employ over 250 people.

Due to the nature of their business, Deister was challenged with finding a device that could withstand their dirty heavy-manufacturing environment and minimize help desk demands on their lean IT staff. They started looking for a highly reliable terminal with fully integrated wireless capabilities.

CLI's MT1560g mini terminal met this goal by offering no moving parts for high reliability in their harsh environment, wireless capabilities that integrated seamlessly with industry standard security protocols, and the flexibility of having a centrally managed environment.

The MT1560g is a powerful, general purpose mini terminal with built-in wireless that includes the stable, industry-standard Microsoft Windows CE operating system; Microsoft RDP and Citrix ICA protocol to access Windows applications; multiple terminal emulations to access mainframe, midrange, UNIX, and other legacy applications; and an Internet Explorer browser to access Web-based applications.

Deister deployed multiple MT1560g wireless terminals for data collection in their factory. All units were deployed in less than one day. Each CLI thin client is connected to an HP Proliant server running the Microsoft Windows 2003 operating system and Microsoft Navision application software. Printers are attached to each thin client via the onboard parallel port.

Deister's IT administrators found that competitive products did not offer the assortment of peripheral interfaces that CLI boasts. The MT1560g exceeded their hardware and software expectations.

The flexibility of Deister's solution is nicely complimented by the bundled SNMP administrative software. This software allows them to administer the devices remotely and create user environments with intelligent rights-based access.

"I am able to standardize user environments and system images with the flexibility of remote management," said Brian Powers, IT Technical Specialist of Deister Machine Company. "By remotely managing CLI's thin clients, we have saved countless hours in the deployment process alone. We expect to see our ROI continue to grow throughout the maintenance life cycle."

For more information on CLI Thin Clients or any of the CLI terminal products, please visit www.computerlab.com or call 1-800-727-5250.



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Enterprise Thin Clients



Specialty Thin Clients



IBM-Compatible Midrange Terminals



Company Overview

Since 1984, CLI has been specializing in application modernization through the use of CLI thin client devices, midrange terminals and management software. The benefits of using CLI products include delivery of new features and capabilities to users, reduced risk of upgrading legacy systems, shortened time-to-market for system enhancements, and increased ROI for IT investments. CLI is based in Placentia, California, has sales and support offices throughout the world and an extensive VAR partner network.

Benefits CLI Products Bring

- Lower Total Cost of Ownership (TCO)
- Higher quality and reliability
- Rapid software and hardware deployment
- Reduced help desk demands
- Faster troubleshooting
- Increased security
- Reduction / elimination of viruses
- Lower administrative costs
- Less maintenance
- Superior desktop management
- Reduced user (re)training
- Access to data from any location
- Silent operation
- Longer useful life
- Use of existing applications
- Lower energy consumption
- Greater durability for harsh environments

Industries Where CLI Products Are Used

- Manufacturing
- Information
- Healthcare & Social Assistance
- Finance and Insurance
- Retail / Wholesale Trade
- Education
- Government / Public Administration
- Utilities
- Accommodation & Food Services
- Transportation & Warehousing

Places Where CLI Products Are Used

- Multiple replicated sites / branch offices
- Offices with established IT standards
- Remote computing / access
- Kiosks
- Task-based applications (circulation, payroll, order entry, call center, cataloging, etc.)
- Basic office automation (Word, Excel)
- High-use applications (insurance claims, reservations, etc.)
- Limited technical support resources
- Upgrading from older devices
- Migrating to new IT infrastructure

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