

Case Study

A Thin Client solution for the Healthcare Industry



NetTerminal[™]

The Company

This company's practice management system is a leading software solution for managed service organizations (MSOs) and physician practice management companies (PPMs) nationwide. Currently, the system provides over 200 MSOs and PPMs with enterprise tools to manage today's financial, administrative, clinical, and practice management needs.

The company develops, markets, implements and supports a specific software for the medical field, the MM software. Since its development in 1982, The MM's installed base has grown to more than 24,000 client sites representing approximately 120,000 physicians and making it the most widely installed physician practice management system in the nation.

The Environment

This software is usually installed in a small office environment supporting an average of 5-10 dumb terminals connected to a serial I/O adapter or terminal server running on a local SCO Intel based Unix host PC. Alternatively, a LAN/WAN solution is implemented using PCs and emulation software running on the SCO enterprise operating system.

The Problem

The Corporation intended to migrate from a traditional local SCO UNIX environment to an enterprise-networked environment. Furthermore, support was needed for certain popular MS Office Suite applications and their new hybrid Windows/Unix version of the MM software called MMClient along with their WIN32 based version called MMWin.

In addition to the problem of overall limited performance associated with a serial based dumb terminal solution, the Total Cost of Ownership (TCO) of PCs was a decision factor. Dumb terminals, although cost effective, offered limited functionality, no scalability and no remote manageability option.

PCs on the other hand, were more expensive and were very costly to maintain.

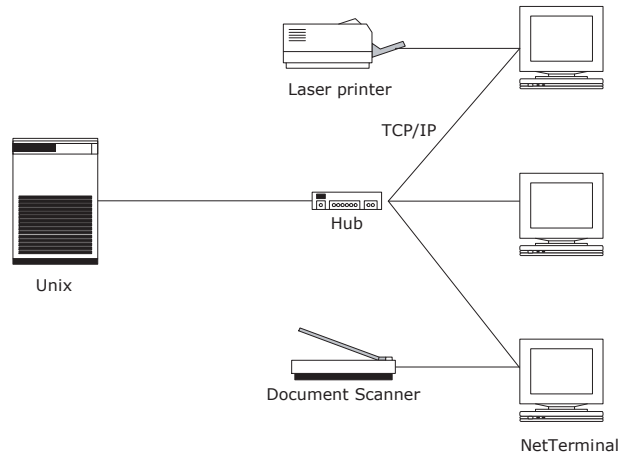
Subsequently, as operating systems became network oriented and the MM software became Windows-based, many users did not want to see their investment in their character-based Unix infrastructure become obsolete.

The Solution

NetTerminal proved to be a robust and extremely reliable solution for their Unix customers. NetTerminal's ability to 'hot key' between multiple full screen Unix applications is unique in today's marketplace. In addition, NetTerminal's flexibility to upgrade to a Windows based terminal provided an added advantage to their existing customer base. All existing and new Unix users can easily migrate to the latest MM Client/WIN application and simultaneously use graphical word processor and spreadsheet applications, thus preserve their initial investment in NetTerminal hardware. Another very valuable fact is the support of already deployed dumb terminals.

Net Terminal technology meets the needs of both segments of the market including the new buyer who wants to install a complete Windows network as well as the existing , larger, and more established client who wishes to retain his initial UNIX investment and may in the future want to move towards a Windows based solution.

Multiple color TELNET sessions are available via a standard Ethernet or SLIP connection. All configuration information is locally stored which eliminates the need for complex boot server installations. Using the latest flash ROM technology, NetTerminal firmware can be upgraded in the field over the network to support both Unix and Windows applications. Designed to meet present **and future** requirements, NetTerminal can be remotely managed. Upgrading NetTerminal's software for new features or functionality can be done within minutes. Administrators can either use remote commands (RCMD/RSH, TELNET into individual NetTerminals or simply use their favorite browser to remotely configure specific options.



The Manufacturer

Amir Technology Labs Inc, established in 1994, is headquartered in Sunnyvale, California. ATL is a technology development company dedicated to the design and marketing of Thin Clients, Network Computers, Internet Appliances and Specialized Graphics Products for the Windows NT and Unix integration markets. Many customers procure their NetTerminals through Boundless Technologies, an OEM partner of Amir Technology Labs, Inc.

Amir Technology Labs, Inc.

155 P Moffett Pk. Dr. Sunnyvale, CA 94089

Tel: 408 743-9200 Fax: 408-743-9202

Web: www.atlabs.com Email: info@atlabs.com