



Case Study

Binson's Home Health Care Centers

National Healthcare Supplier Implements DisklessWorkstations with LTSP

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Binson's Home Health Care Centers



Binson's is a nationwide health care provider based in Centerline, Michigan providing healthcare products to special needs customers in Michigan, Indiana and Florida. Binson's caters to a wide array of customers providing home delivery, health and wellness products, nutritional information, health care products, and specialized disability clothing.

The Challenge

In the Spring of 1996, Binson's approached DisklessWorkstations.com's parent company Dynamic Results, Inc. to lead the re-engineering of their information technology infrastructure. Binson's was using AS/400 with Twinax 5250 terminals for accounts receivable and customer inquiry using approximately 100 seats. Binson's needed to leverage office productivity tools, and started purchasing Microsoft Windows 95 desktops with the Microsoft Office software package. The cost per seat using these Windows computers with Office was estimated at \$1,350 per seat. Binson's realized that integrating these Windows based workstations was already cost intensive, without considering increase in cost with business growth. Binson's challenged Dynamic Results, Inc. to deliver a scalable solution, with longevity, priced at \$500 per seat.



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The Solution

It was clear that implementing a bare-bones workstation with keyboard, mouse, and monitor was the long-term solution. Priced under \$500/unit, fitted without any moving parts, and no local software installations, the DisklessWorkstation was born. Using OpenOffice.org's software suite, DisklessWorkstation's, and a LTSP server, Binson's was able to leverage the same business functions provided by Window's PCs at a significant cost-reduction. Initially, Binson's only saw a portion of the financial benefits. Over time, low maintenance and minimal replacement cost were key to the implementation's measured success.

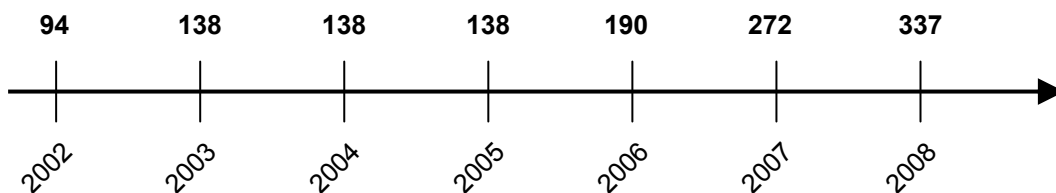
Binson's Home Health Care Centers has a total of 337 Thin Clients in operation today.

245 DisklessWorkstation's Thin Clients operate at the Headquarters

92 DisklessWorkstation's Thin Clients operate at 6 different remote locations

7 LTSP servers are in existence (**1 server per location**)

Thin Client Implementation Timeline





About DisklessWorkstations.com

DisklessWorkstations.com is the global leader in Linux-based, thin-client hardware, strategy and deployment. DisklessWorkstations.com provides cost-effective, powerful and reliable solutions for business, education, government, manufacturing and resellers based on LTSP's advanced thin-client technology. Headquartered in southeastern Michigan, DisklessWorkstations.com combines unparalleled expertise with superior, reliable and easy to use thin client products. More information on DisklessWorkstations.com is available at www.DisklessWorkstations.com.