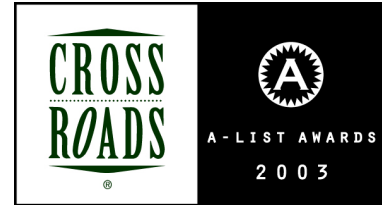


## Citrix Systems, Inc.

Fort Lauderdale, FL

### **NFuse Elite**

➤ Portal for the Midsized Enterprise



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#### **CUSTOMERS AT WORK**

Midsized service businesses and distributors were among the reference customers. Common strategic objectives included:

- Providing mobile employees and remote offices with access to business applications on NT and other platforms
- Creating one convenient place for employees to access all relevant content, data, and applications
- Creating a virtual work environment for employees to interact, collaborate, and share documents and data with customers

#### **WHY CITRIX?**

NFuse Elite provides users with all the information they need to work from any location or device. Applications, internal and external content, and tools are aggregated, personalized, and delivered via a secure Web browser interface. Use with Citrix MetaFrame and NFuse Legacy and client/server applications can be webified and deployed through the portal. Wizard-driven installation eases customization and speeds ROI. Management consoles provide centralized administration and portal creation for greater IT efficiency. Role-based access lets administrators assign access to information based on user role for security. Personalization features let users customize their portal views.

#### **COMPANY INFO**

Citrix is a public company (NASDAQ: CTXS) with 1,700 employees.

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[www.citrix.com](http://www.citrix.com)

#### **BUSINESS IMPACT**

*Near-term value:* Citrix's customers have successfully used NFuse Elite to create portals where employees can access all their business applications and Web-based information on one page. The portal is accessible anywhere and anytime, simply, via a browser, a user name, and a password. Portal technology has traditionally been cost-prohibitive for small and midsized enterprises, both in terms of price per seat and customization required on the back end. NFuse Elite opens up this technology to small and midsized companies for the first time. Reference customers believe the product is a good value and report that the technology can be up and running in a matter of days.

*Enterprise innovation:* Midsized companies working with far larger clients and business partners can be seen at a disadvantage if their customer-visible IT systems are not up to Fortune 1000 standards. Citrix reference customers have used NFuse Elite to create customized Web portals for their largest and security-conscious customers. In these tough times, when large companies are consolidating to work with only a few strategic suppliers, this can be a critical issue. NFuse Elite helped one company emerge as one of the 19 survivors out of a field of 80.

*Technology gains:* Citrix's customers are delighted with NFuse Elite. Whereas Citrix MetaFrame requires an ICA client and connects users to the Citrix program neighborhood only, NFuse Elite does not require an ICA client and can access almost any application or content through Content Delivery Agents (CDAs). Many CDAs are available from Citrix. IT can also build custom CDAs, adding business value as opposed to reinventing the IT-security wheel.

#### **SUCCESS FACTORS**

*Project strategy:* Plan for success, advise NFuse Elite reference customers. Anticipate both employee and customer portals, and provision the equipment for heavy use and full security.

*Skills:* NFuse Elite is straightforward and readily accepted by end users. Microsoft NT system administration skills are required.

*Resources:* Citrix and its resellers provide professional services for initial implementation. Best practices dictate putting NFuse Elite's Agent Server, State Server, and CSG Server each on their own boxes. If you don't have Citrix MetaFrame in place, you will first have to otherwise Web-enable non-HTML applications.

*Fit:* NFuse Elite is a good intranet/extranet portal for midsized companies running Microsoft Active Directory.

*Published:* January 2003

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#### **ABOUT THE CROSSROADS A-LIST AWARDS**

The Crossroads A-List identifies the best newly proven products and services transforming business today. Winners are determined after an analysis of the vendor's strategy followed by confidential, in-depth interviews with early adopters.