

Case Study:

Remote Work for Small Business

Business Issue

The growth of offsite sales had been an issue for this company. They were not able to get things done quickly for a fast moving sales environment because of the lack of resources available to the sales force during offsite transactions and negotiation. The company needed an available workspace from outside the office that linked to their internal business environment.

Solution

The company needed to deploy terminal services that was configured to use the applications and services that the employees needed to carry out their sales tasks offsite. This meant that the solution needed to be easily available and resemble their work space in the office. The current server was replaced with a new Dell Poweredge 2900 with Microsoft Windows Server to handle the bulk of the day to day operations. The original server was redeployed to be the terminal server with Microsoft Windows Server 2003. The terminal server was configured to act as a workstation for remote users with Microsoft Office 2003

Results

- The sales force is much more efficient and able to respond quickly to sales opportunities offsite
- This has allowed the company to grow its outside sales force to accommodate its business growth

This solution has allowed this company to move their business to the next level by maximizing the availability of its internal company resources to its employees by leveraging technology. The investment has paid incredible dividends beyond the cost of the equipment and had opened the door for tremendous company growth.



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