



Press Release

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For Immediate Release:

Mainline Launches Industry's First Virtual Desktop Bundle, Combining IBM Blade Servers, VMware Desktop Virtualization and Wyse Thin Clients

Bundled solution pricing starts under \$600 per seat and can result in up to 90% power reduction & lower TCO

TALLAHASSEE, Fla. – Mainline Information Systems has announced the launch of the industry's first bundled desktop solution, combining IBM BladeCenter servers, VMware virtual desktops and Wyse thin clients, delivering a comprehensive, easy-to-deploy desktop virtualization solution. Mainline – an IBM Premier Business Partner, VMware National Premier Partner and Wyse Platinum Partner – bundles together the recently announced IBM BladeCenter S chassis, fully loaded with blade servers and integrated storage, with VMware Desktop Virtualization software for easy and comprehensive management of the virtual desktop environment and Wyse's V-class or S-class thin client devices.

Customers may also purchase optional consolidated support from Mainline, which covers all solution components. The result is a solution that simplifies virtual desktop implementation and management by cutting deployment times by 50 percent or more, reducing power consumption by 90 percent, and lowering total cost of ownership.

This virtual desktop solution allows customers to host individual desktops inside VMware virtual machines that are running in centralized data centers on reliable, fault-tolerant industry-standard servers from IBM. Users access these desktops remotely from any PC or notebook computer through the Wyse thin client using RDP (remote desktop protocol). Since applications are managed centrally within the corporate data center, organizations gain better control over their desktops and the data they access. Operating systems and application installations, upgrades, patches and backups can be completed in the data center, and then easily deployed to the end-users without visiting individual desktop systems. This allows for easier management of specific needs for certain users, as well as global changes and updates for all users.

"With a price-point now starting below \$600 per seat, our new solution offering places the latest, most efficient technology within reach of all companies, regardless of size, from SMB to large enterprises," explained Bill Nemesi, Vice President of System x Sales for Mainline. "Companies face security and cost savings demands, as they attempt to do more with less investment. Infrastructure optimization through IBM servers and storage, desktop virtualization VMware, and thin clients from Wyse make it possible to achieve these goals. In addition, Mainline is offering a consolidated services and support capability

covering all components of the virtual client solution, ensuring a single point of contact for solution success.”

“Mainline is solving real business problems through a comprehensive, integrated solution,” said Steve Houck, vice president of worldwide channels at VMware. “VMware desktop virtualization plays a key role in Mainline’s bundled offering, providing the robust virtual desktop management customers need to simplify end user experience and improve business continuity and disaster tolerance—all while staying within ever-tightening budgets.”

Key to virtual desktop deployment is the ability to replicate the user’s environment with the transition from a traditional to a virtual desktop. As a 2007 Wyse Rookie Reseller of the Year award winner, Mainline is proud to offer Wyse thin clients as part of its industry-leading solution bundles. With its focus on delivering both high-quality hardware and comprehensive, integrated software, Wyse Technology is an industry leader in this rapidly expanding market.

“Thin client appliances enhance the solution value by making management easier and less resource-intensive,” stated Tarkan Maner, CEO for Wyse. “This means IT departments can leverage this bundled solution to speed deployment by 50% or more, reduce power by up to 90% and more than double the life expectancy of the client device, versus a traditional PC. The inclusion of Wyse products recognizes the importance of the client device in delivering the proper user experience and Wyse’s leadership through software such as TCX Multimedia to deliver on that requirement. We are thrilled to be partnering with Mainline, a leader in virtual desktop solution delivery, to make such a comprehensive solution available to customers.”

About Mainline

Founded in 1989, Mainline began by offering information technology solutions and consulting in the IBM midrange markets. Since then, it has become an IBM Premier Business Partner and global provider of information technology and business solutions with more than 400 employees nationwide. Headquartered at 1700 Summit Lake Drive, Tallahassee, Florida 32317, Mainline provides solutions throughout the United States, Canada, Brazil and Mexico. The company may be reached by phone at 850.219.5000 and on the Internet at www.mainline.com.

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