T85: ThinManager

Delivering and Managing Content in the Connected Enterprise
Agenda

- Introduction
- Demonstration
- Positioning
- Licensing
- Platform Maintenance
- Questions
ThinManager®
Centralized Device Management and Secure Content Delivery Platform for The Connected Enterprise

**Content Types**
- PanelView™
- Windows Applications (HMI, Web, ERP, Office)
- Other Terminals
- IP Camera

**Delivery**
- Devices
  - User X
  - Group X
  - Role X
- Users
- Location

ThinManager® provides **centralized configuration and secure delivery** of content

...AND MORE!
Deliver sessions to multiple monitors and/or virtual screens on a single terminal

ThinManager® provides central configuration and secure delivery of content to any combination of device, user and location.

Deliver content to the right person at the right time and place

Deliver virtual desktops or manage PCs as thin clients

ThinManager® can easily assign content to users. This allows applications to follow a user as they move from terminal to terminal.

Deliver applications based on what is assigned to the terminal or user

Access feeds from USB & IP cameras

PanelView™ Plus and PanelView™ 5000 (VNC)
Traditional PC Based Approach
Dedicated PCs for Dedicated Applications

Control Room

Plant Floor

Plant Floor Offices
ThinManager® Solution

Replace PCs with ThinManager®-Managed Thin Clients and Manage Centrally

Control Room

Server Room

Plant Floor

Plant Floor Offices
### ThinManager® 10.0 Release Summary

<table>
<thead>
<tr>
<th>PRODUCTIVITY</th>
<th>VISUALIZATION</th>
<th>SECURITY</th>
<th>MOBILITY</th>
<th>SYSTEM</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Authentication Pass Through</td>
<td>• Separate Active X Events</td>
<td>• PIN Authentication</td>
<td>• iPhone Device as a Beacon</td>
<td>• Server 2016 Support</td>
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<tr>
<td>Requires FactoryTalk® View v10</td>
<td>• Tiling, Virtual Screens™ and Camera Support for WinTMC™</td>
<td>• Password Caching</td>
<td>• Enhanced Touch Support</td>
<td>• Multiple Domain Support</td>
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<td></td>
<td>• VNC Support for PanelView™ 5000</td>
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<td>• Improved Session Scaling Performance</td>
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<td></td>
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<td>• Writable Custom Variables</td>
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ThinManager® Demonstration
Positioning

- ThinManager® is purpose-built. It is a centralized device management and secure content delivery platform designed specifically for manufacturing environments
  - ThinManager® is an OT-centric solution that is simple to deploy and manage
  - Reliance on IT is reduced allowing the critical plant floor content to be owned and managed by Engineering and Maintenance
  - Feature set driven by customers using the product in their facilities for nearly 2 decades
  - ThinManager® is the only end-to-end solution that manages everything from the server side down to the client itself
  - ThinManager® delivers on the promise of The Connected Enterprise by easily aggregating content from disparate sources creating composite applications
  - ThinManager® elevates the entire portfolio increasing the value proposition of the solution
  - “If you are deploying FactoryTalk® View SE Distributed without ThinManager®, you are doing it wrong!” Scott Miller – Former Visualization Business Manager
Vertical Positioning

- ThinManager® first released in 1999
- The ThinManager® platform is applicable across a broad spectrum of process and discrete industries, as the chart depicts
- The value proposition applies equally across the broad expanse of this space with over 60,000 seats sold at over 4,500 locations worldwide
Licensing

CLIENT CONNECTIONS
Sold in Packs of 5, 10 or 25

ENTERPRISE SERVER
Unlimited Client Connections Including Full Redundancy

ThinManager® Also Offers Redundant Licensing Options to Ensure High Availability
Other Licensing Considerations

- **Remote Desktop Client Access Licenses (RDSCALs)**
  - There are 2 types available:
    1. Per User – each unique user session requires an RDSCAL
    2. Per Device – each device receiving a session requires an RDSCAL
  - Per Device is generally more suitable for ThinManager® deployments

- **FactoryTalk® Licensing**
  - ThinManager® 11 will include the option to use FactoryTalk® Activation
    - With FactoryTalk® Activation, a new View SE Client license will be available that will require a single SE Client license for a single ThinManager-managed terminal
    - In the meantime, every Remote Desktop Server session delivering a FactoryTalk® client application requires a separate FactoryTalk® client license
    - Contact RMX for FactoryTalk® View SE Client licensing considerations as it relates to ThinManager® MultiSession™ and Failover deployments
## Platform Maintenance

- ThinManager® is not included with TechConnect℠ - alternative is called Platform Maintenance
- Historically, ThinManager® has maintained approximately 90% attachment and retention rates
- For the Distributor, it is an Annual Annuity, fully supported by the ThinManager® inside sales team

<table>
<thead>
<tr>
<th>With Platform Maintenance</th>
<th>Without Platform Maintenance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Access to live technical support, M-F 8AM-5PM EST (24x7 support soon)</td>
<td>Phone support only available for initial 30 days, then email support only</td>
</tr>
<tr>
<td>Receive latest version of ThinManager® upon release</td>
<td>Back pay missed PM to become current in order to receive latest version</td>
</tr>
<tr>
<td>Eligible for license credits to upgrade to Enterprise or Flex licensing</td>
<td>No upgrade credits offered for upgrades</td>
</tr>
<tr>
<td>Exclusive discount opportunities on training, upgrade opportunities, etc.</td>
<td>No exclusive discounts</td>
</tr>
<tr>
<td>License ownership/location transfer eligibility</td>
<td>No ability to transfer licensing from an established location to another location or to transfer licensing to a new owner</td>
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Questions?