



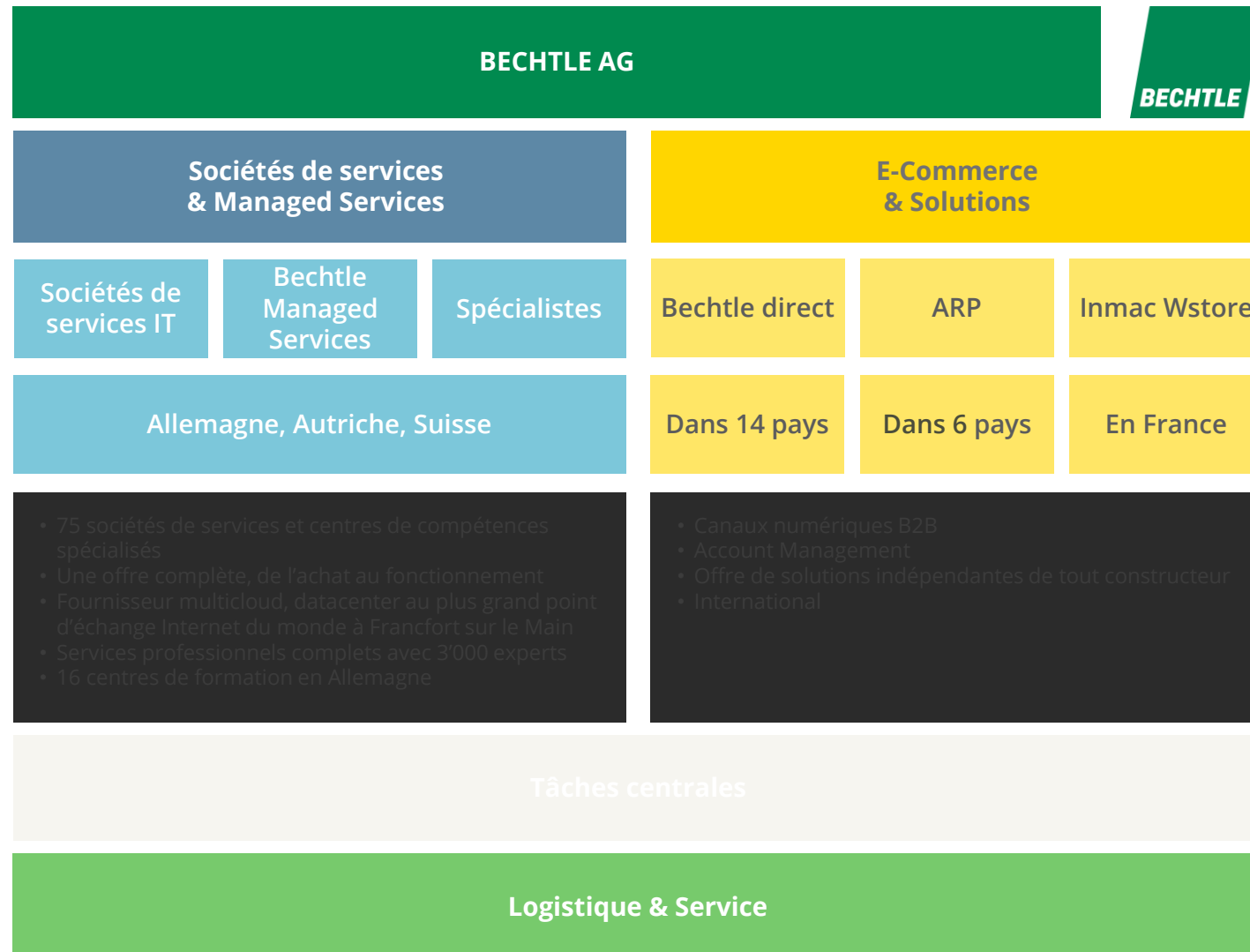
Webinar: Travailler où que vous soyez avec Bechtle et IGEL

Jean-Mathias Perez, Account Manager, ARP
Ruiny Chalus, International Pre-sales Engineer, IGEL
Céline Caraman, RSM Romandy, IGEL
Mardi 29 juin 2021

Agenda.

1. Présentation du groupe Bechtle en Suisse
2. IGEL : concept et bénéfices
3. Démonstration technique de l'UMS

Groupe Bechtle. **Modèle économique à 2 composantes.**



Bechtle Suisse SA.

>1000 EMPLOYEES	>30 PARTENAIRES	NOS PROPRES (SUISSE) DATA CENTERS	Top-level certifications	
MULTI-CLOUD SECURITY MODERN WORKPLACE MANAGED SERVICES	PME, ENTERPRISE ET PUBLIC End-to-end IT services	11 SITES REPARTIS EN SUISSE: - Baar - Bâle - Berne - Mägenwil - Morges - Petit-Lancy - Plan-les-Ouates - Pratteln - Regensdorf - Rotkreuz - St Gall 	30 ANNEES D' EXPERIENCE ORGANISATION CENTRALE AVEC SPOC	CONSEILS PERSONNALISES Global IT Alliance – Un réseau de partenaires triés sur le volet dans le monde entier
>2500 CLIENTS		CUSTOM bios shops		

ARP Suisse. **Votre fournisseur compétent.**



PLUS DE
30 ANS
D'EXPÉRIENCE

SPÉCIALISÉ
B2B et Secteur Public

Interlocuteur
personnel

6
ÉQUIPES COMMERCIALES

85
COLLABORATEURS

19
apprentis
dans **4 métiers**



PLUS DE
14'500
CLIENTS

Propres **espaces**
de staging
modernes

5'700 m²
Centre logistique



eProcurement.

Le secteur des achats professionnels demande des processus efficaces, une transparence, une disponibilité élevée et une large gamme de produits.



Entreprise internationale.

Vous voulez pouvoir compter sur les mêmes standards de qualité et ce, à l'échelle internationale ? Nous vous aidons partout dans le monde pour tout ce qui concerne l'IT.



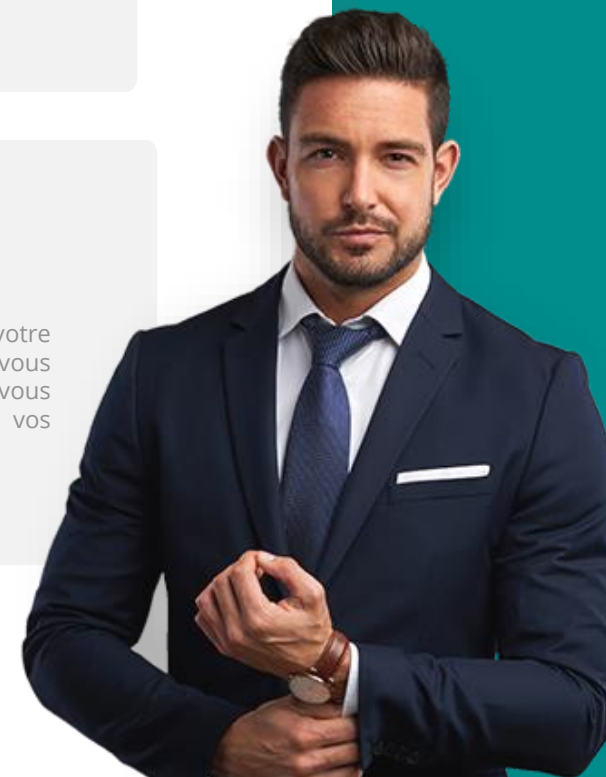
ARTICONA.

Nous simplifions votre quotidien informatique. Nos produits ARTICONA vous permettent de faire des économies sans renoncer à une qualité de haut niveau ni à des services complets.



Contact privilégié

En tant que client entreprise, votre Account Manager dédié vous accompagne dans vos projets et vous assiste dans l'optimisation de vos achats.

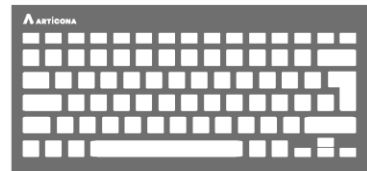


Notre marque propre. **Une alternative économique depuis plus de 30 ans.**



Le choix malin :

- Gamme de produits de très grande qualité
- Disponibilité élevée
- Solutions spécifiques à vos besoins
- Excellent rapport qualité-prix
- Support gratuit via la hotline ARP



ARP Suisse. Nos solutions.



Display Solutions.

Communiquer avec le bon groupe cible, au bon moment et avec le bon message.



Device as a Service (DaaS).

Réduction de la charge de travail de votre service IT et réduction de l'immobilisation du capital grâce à un paiement échelonné à montant fixe.



Serveurs et stockage.

Prise en charge souple et dynamique du volume de données croissant grâce aux nouvelles technologies.



Licences logicielles.

Pas de frais inutiles générés par des licences en surplus ou manquantes.



Produits promotionnels.

Des cadeaux tendances et personnalisés pour vos clients et vos collaborateurs.



Poste de travail.

Les bons appareils ainsi que les accessoires et les services adaptés à votre secteur d'activité



Managed Print Service (Easy Page).

Une solution d'impression réduisant les coûts et optimisant les processus.



Réseau.

Nous planifions, mettons en place et entretenons votre réseau afin que vous soyez équipé au mieux pour répondre aux exigences de demain.



Mobile Device Management.

Sécurité des données présentes sur vos appareils mobiles.



Solution cloud.

Paiement en fonction de l'utilisation effective. Logiciels toujours au niveau le plus actuel.



ARP Printer Management (APM).

La commande automatique en temps et en heure de vos cartouches de toner.



- Any questions?

- Learn more at
— bechtle.com





next-gen **EDGE OS**

for cloud workspaces

IGEL History

1988 – 2000
Beginning of the growth



2001
IGEL 1.0



2011
Universal Desktop Converter



2006
IGEL is #1 in Germany



2016
IGEL goes USA

2019
Microsoft WVD



2020
IGEL 2.0



Latest news

IGEL Teams Up with NComputing to Bring IGEL OS to Arm-Based Endpoints

For the first time, the award-winning IGEL OS software will be available on NComputing's RX420 endpoints supporting Citrix Workspace App and Workspace Hub for cloud workspaces solutions.

IGEL Offers New Cutting-Edge Solutions with Lenovo™

Solution offers simplified, more secure access to any application leveraging IGEL OS on Lenovo's end user computing solutions for the modern workplace

IGEL in the market.



18K+
CUSTOMERS
WORLDWIDE



2M+
HARDWARE
CLIENTS



1.5M+
SOFTWARE
CLIENTS

DAVOS[®]
KLOSTERS

MusikHug



Croix-Rouge suisse
Schweizerisches Rotes Kreuz
Croce Rossa Svizzera

Kantonsspital
Graubünden

OPD OESCHGER



swissport

pizol
Bad Ragaz - Wangs

hilcona

Hotelplan



Banque Cantonale
du Valais



Erziehungsdepartement
des Kantons Basel-Stadt

GETAZ



1.2K+

Customers
Switzerland



100K+

HARDWARE
CLIENTS



45K+

SOFTWARE
CLIENTS

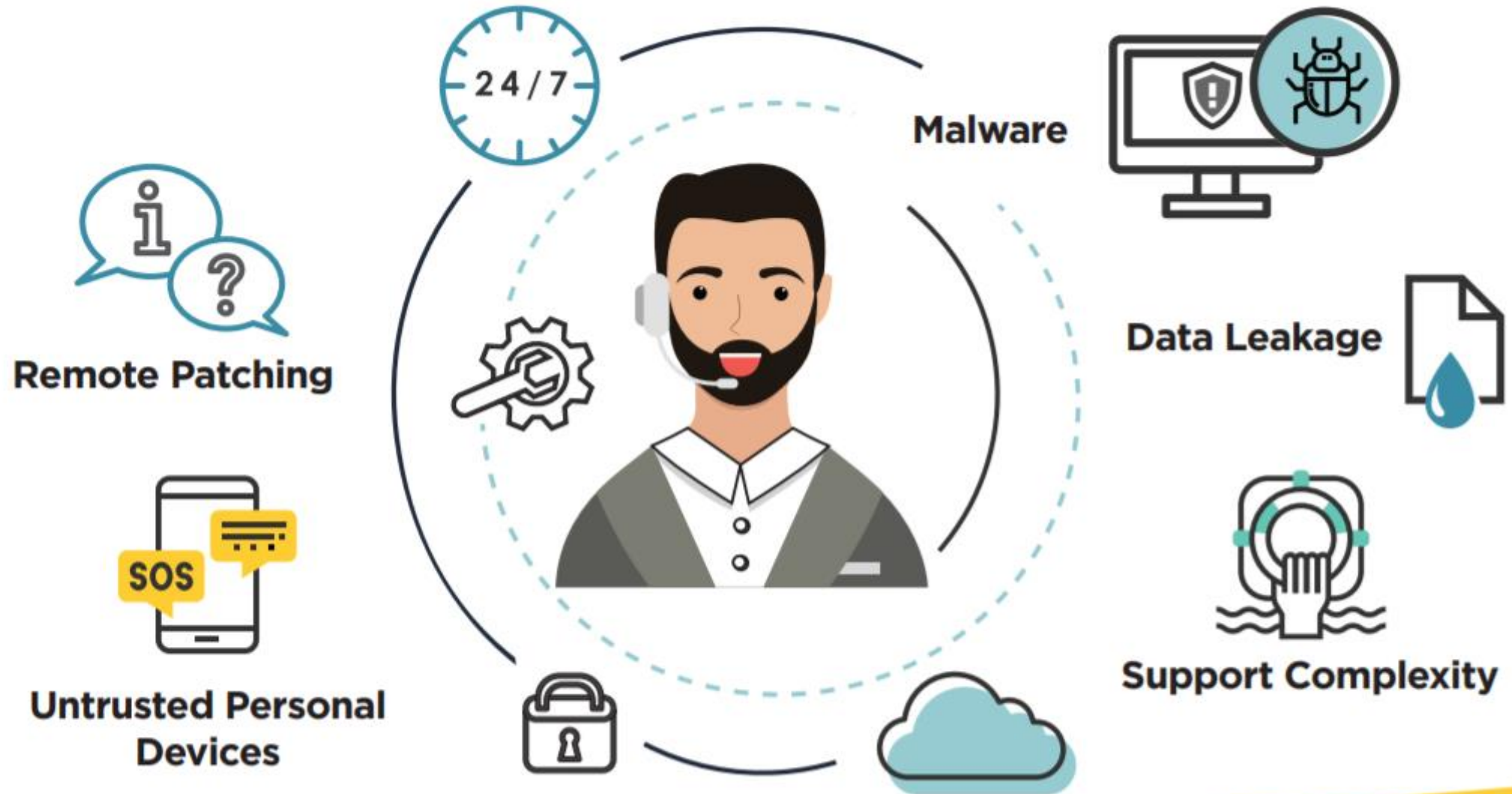


IGEL OS

145K+

IGEL EDGE OS
FOR CLOUD WORKSPACE

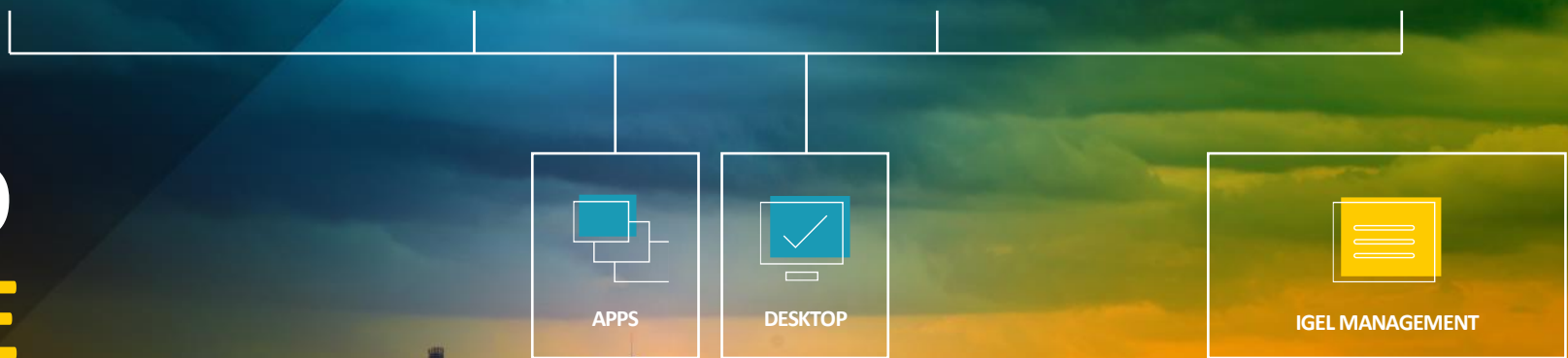
Supporting Remote Workers Can Create Complexity and Risk





Any Device can become an IGEL OS...

Works on most x86 thin clients, laptops or PCs; even those from other manufacturers.



ANY CLOUD
ANY DEVICE



IGEL OS, your next-gen EDGE OS for cloud workspaces.



Server - 192.168.7.25

- IGEL Universal Management Suite 6
 - Profiles (3,513)
 - 20210218_Community-Meetup (8)
 - 2Me (19)
 - 2Sort (72)
 - Community-Event (5)
 - No Appliance (10)
 - Prod (3,375)
 - Temp (19)
 - LX_Session**
 - LX_Session1
 - LX_Session2
 - LX_Session3
 - LX_System_FirmwareCusto_Features_OFF
 - Master Profiles (16)
 - Template Keys and Groups (1)
 - Firmware Customizations (14)
 - Devices (6)
 - LX-RPI4-NComputing (1)
 - ITCDA632C18C5F
 - Prod (5)
 - Linux (4)
 - 2Sort (4)
 - EN_DE (4)
 - Appliance-Mode-Like (0)
 - Citrix-HomeDemo (0)
 - Customized (0)

UMS Administration

/Profiles/LX_Session

Name: LX_Session

Description:

Based on: IGEL OS 11 11.05.100.01

Profile ID: 604922

Expert mode

Overwrite Sessions ☒

Template Key Relation

Assigned objects

Name

ITC000C29A98F57

Time	Description	Results	State
3/1/21 1:33 PM	Save device's Configuration	The action ended successfully.	Finished

Your benefits

- Administrative costs (Headcount) 
- Patches 
- Time-consuming tasks 
- Data Protection (Security)  
- Complexity 
- Flexibility  
- Recovery 
- Support 



YOUR CHOICE

WORKSPACE EDITION

IGEL OS

Incl. Multi-media Codec Pack (MMCP) Optimizes audio & graphics

Custom Partition (CP)

Build custom packages for non-standard apps & HW

Universal Management Suite

High Availability (HA) included

Availability, load balancing and redundancy

IGEL Management Interface (IMI)

REST API for custom workflows and integrations

MMCP, HA, and IMI now come at no extra cost!

MAINTENANCE

SW Maintenance Option

Updates & upgrades, basic support

Select Support – Included with SW Maintenance

(Web, Email & Phone): Monday – Friday, standard business day hours, 3 business days response

Priority Support - Optional

(Web, email, phone, and remote access): Monday – Friday, standard business day hours, next business day response, 4 business hours critical response

Priority Plus Support - Optional

(Web, email, phone and remote access): Std biz hours, 24x7 for critical, 4 business hours response, 2 hours critical response

Software Support

1 to 3 year options

ENTERPRISE MANAGEMENT PACK

IGEL Cloud Gateway (ICG)

Manage Devices off corporate network (VPN-less)

Shared Workspace (SWP)

Allow user-dependent configuration based on profiles

Asset Inventory Tracker (AIT)

Track & monitor connected assets (printers, scanners, etc)

Unified Management Agent

(UMA) Manage Windows devices (W7, W10, W10 IoT, etc)

Subscription

1 to 3 year options

THE POSSIBILITIES ARE ENDLESS



IGEL OS

Install on devices
you already have



UD POCKET

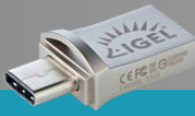
Insert and go



IGEL DEVICES

Don't have what
you need? We do!

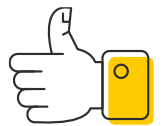
HARDWARE

	 UD POCKET	 UD POCKET2	 UD2	 UD3	 New UD7
OPERATING SYSTEM	IGELOS	IGELOS	IGELOS	IGELOS	IGELOS
CPU	Needs x-86 architecture, 64-bit support	Needs x-86 architecture, 64-bit support	Intel Atom x5-E8000 Quad-Core 1.04 GHz up to 2 GHz (turbo boost frequency)	AMD Ryzen Embedded R1505G with Radeon™ Vega 3 Graphics	AMD Ryzen Embedded V1605B Radeon Vega 8 Graphics quad-core 2.0 GHz - 3.6 GHz
FLASH (SATA SSD)	8 GB	8 GB	4 GB (onboard eMMC)	4 GB (onboard eMMC)	8 GB onboard eMMC
RAM	Needs at least 2 GB	Needs at least 2 GB	2 GB DDR3L	2 GB DDR3L	2 x 4GB DDR4
CONNECTIVITY	Depends on Endpoint	Depends on Endpoint	SuperSpeed USB (USB 3.2 gen1) x 2 USB 2.0 x 3 DisplayPort 1.1a x 2	SuperSpeed USB (3.2 Gen 1 Type-C™) x 1 SuperSpeed USB (3.2 Gen 1) x 2 USB 2.0 x 2 DisplayPort 1.2 x 2 Serial port x 1	USB 3.2 Type-C x 1 USB 3.2 Gen 1 x 2 USB 2.0 x 4 DisplayPort 1.2 x 4 Serial port x 1
WARRANTY	3 years with registration	3 years with registration	5 years with registration	5 years with registration	5 years with registration



next-gen EDGE OS

for cloud workspaces



SIMPLE



SMART



SECURE

REVOLUTIONARY IN ITS SIMPLICITY



Easy for IT

eliminates time and tools used to manage remote workstations enabling one single administrator to manage 10,000+ endpoints



Easy for End Users



Robust and Versatile



Boosts productivity by ensuring great user experience



Empowers users with high-fidelity experience



Flexible expansion capabilities

A SMARTER WAY IS WITHIN REACH

Don't buy new hardware, convert it! You could save millions without ripping out and replacing your existing endpoints.

THE AVERAGE
CUSTOMER SAVES



Maximizes budget

Extend the life of existing PC's 3-5 years

Saves Power

Display workstations require less power to operate

Universal

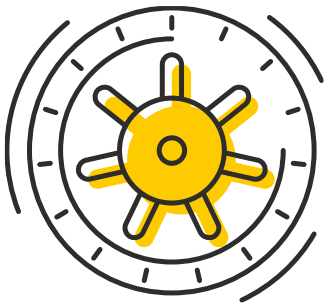
By providing broad set of protocols, works with anything, no need to reinvest or reconfigure, certified for all workspaces / DaaS

Flexible

Install IGEL on your endpoints by connecting any of your x86 compatible devices with your cloud workspaces –
Not needed because we assume that people will install.



KEEP ENDPOINTS SECURE



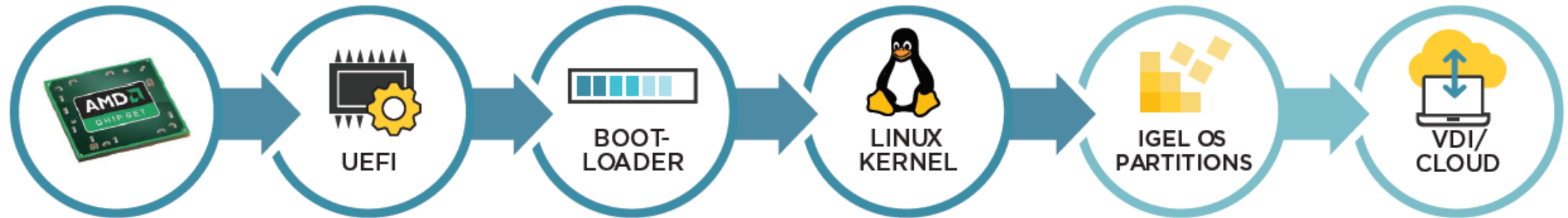
Choose your level of security
with various settings in the
Universal Management Suite
master profile

Has never been hacked - Read
Only OS

PC hard drive bypassed
completely - UDP

Based on Linux and structured as a modular, read-only firmware base, IGEL OS has an **extremely small attack surface** and a **broad array of security-focused features** designed to minimize exposure and prevent attackers from infiltrating your organization through the most popular entry point: the network edge.

IGEL enables secure access to cloud workspaces from end to end. IGEL's complete "chain of trust", which verifies all boot-up processes from the user hardware/UEFI to the destination VDI host or cloud, applies even to remote users and offers added confidence for IT endpoint administrators.





IGELCOMMUNITY

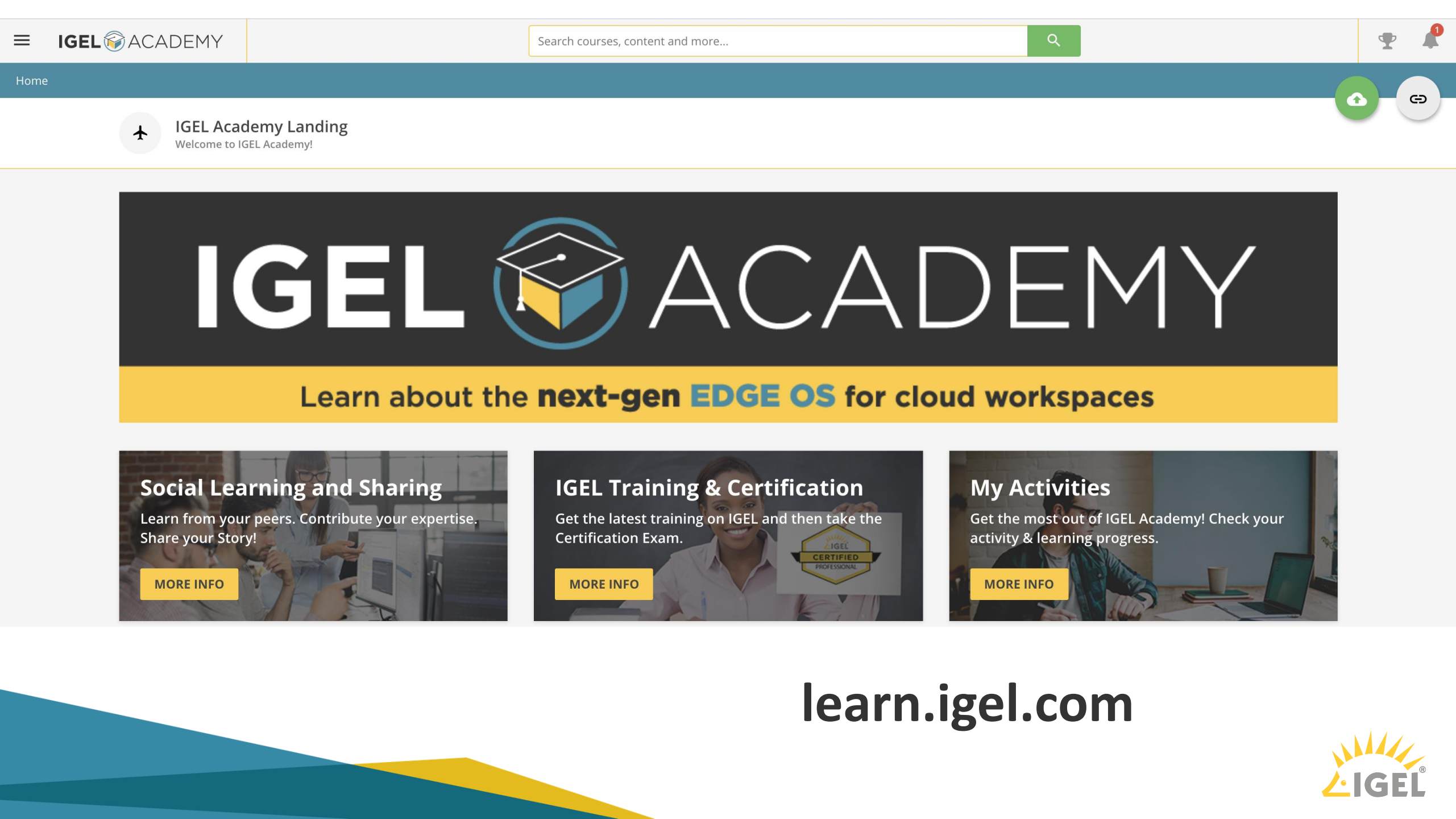
WWW.IGELCOMMUNITY.COM

IGEL Knowledge Base



- **Faster and Easier Access to In-Depth IGEL Product Knowledge**
- **Online platform features a modern design that provides users with swift, more intuitive access to IGEL product documentation**

kb.igel.com



IGEL ACADEMY

Learn about the **next-gen** **EDGE OS** for cloud workspaces

Social Learning and Sharing

Learn from your peers. Contribute your expertise.
Share your Story!

MORE INFO

IGEL Training & Certification

Get the latest training on IGEL and then take the
Certification Exam.

MORE INFO



My Activities

Get the most out of IGEL Academy! Check your
activity & learning progress.

MORE INFO

learn.igel.com



Any questions?

Learn more at
bechtle.com

