

BUSINESS BENEFITS

Sun was recently recognized by the Environmental Defense Fund as an innovative example of eco responsibility because of its Open Work program. Nearly 19,000 employees around the world work from home or in a flexible office, which is more than 56% of Sun's employee population.

To determine if Open Work truly saves energy rather than just transfer energy cost and load to employees, Sun compared home and work energy use data for a group of employees who worked from home 2.5 days per week. Key findings of the study:

- > Employees saved more than \$1,700 per year in gasoline and wear and tear on their vehicles.
- > The energy consumption rate for office equipment per employee at a Sun office was 130 watts per hour — over two times that of energy consumption used by home office equipment per employee, which was approximately 64 watts per hour.
- > Commuting was more than 98% of each employee's carbon footprint for work, compared to less than 1.7% of total carbon emissions to power office equipment.
- > Employees saved an average of 100 hours of commuting time.

WITH SUN, YOU CAN ACHIEVE...

50% to 80% decrease in footprint
70% to 80% increase in server utilization
30+% decrease in power consumption

LEARN MORE ABOUT WHAT YOU NEED TO KNOW

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Visit sun.com/federal to learn about Sun's portfolio of solutions that support the unique requirements of the federal government or contact your Sun Microsystems Federal sales representative at 800.903.3883.

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SECURE DESKTOP VIRTUALIZATION

SUN FACTS YOU NEED TO KNOW


A BUSINESS STORY

Sun Microsystems makes it possible for our employees to work from wherever their work takes them. Through our Open Work program, Sun employees can stay connected to co-workers, customers, and partners with our sophisticated collaboration tools and technologies. With Sun Secure Desktop Virtualization computing, our mobile workforce can achieve secure access to information, data, applications, and services on multiple operating systems and from any number of desktop, laptop, and mobile devices.

Since Sun has a global reach, our Open Work program supports a wide range of needs and enables employees to work wherever their skills and knowledge can be most effectively deployed. The Sun global workforce uses new high-definition video conferencing capabilities, enterprise-level virtual communities, and social networking technologies to enable effective communications across long distances and a variety of environments.

This innovative platform for non-traditional work environments encourages collaboration and promotes flexibility using open and interactive designs based on communities and neighborhoods.





SUN ULTRA-THIN CLIENT SOLUTION HELPED THE U.S. NAVY INTEGRATED WARFARE SYSTEMS LAB IMPROVE PERFORMANCE WHILE REDUCING COSTS BY 50%

Sun Ray 270



An all-in-one unit that is well suited for space-constrained environments.

Sun Ray 170



A single 17-inch flat panel display that is ideal for tight desktop spaces such as call centers.

GD laptop



An exceptional ultra-thin client packed in a wireless chassis that delivers robust performance for minimal operating costs.

Mitel/Sun Ray combo



Provides voice and data services at any workstation on the network, dramatically reducing desktop cost and complexity.

Sun's virtual desktop solutions deliver Windows, Linux and Solaris™ operating systems to stateless devices — eliminating extra costs and providing users with the flexibility to operate within the user experience they need/desire.

At Sun, we continually hear from our customers about their desire to reduce IT costs, increase security, and be more energy efficient. Our response centers on discussions about stateless thin clients. Our Sun Ray™ clients and Virtual Desktop Infrastructure Software provide superior security benefits with added flexibility, and their efficient power usage and maintenance requirements provide organizations immense savings in total cost of ownership.

Increased security

- > All data is stored on the server so individual clients are not subject to breaches, and the risk of corporate data being lost or stolen is limited.
- > No viruses. Zero. None.
- > Two or three factor Java™ Badge user authentication with biometric identification capabilities ensures you know who has access.
- > Since data is not stored locally, security personnel can focus on the server room to manage access and authority and implement patches and security upgrades reliably and quickly.
- > Attempted downloads to a server can be blocked and more easily controlled by IT staff.

Increased cost savings

- > Moves, adds, and changes (MACs) are unnecessary. With a Java Badge, individuals can transport their personal desktop to any location.
- > Labor costs for upgrades can be drastically reduced. Installing new operating systems across the enterprise — a process that can take several months on PCs — can be done in a matter of hours.
- > If a client breaks, unskilled staff can simply plug in a new one with no data loss or service interruption.
- > Compared with PCs, the volume costs for thin clients — including purchase price (Sun Ray 2 Virtual Display Client is listed at \$249), server per user, and storage — are dramatically lower.
- > Because data is not stored in offices or on individual machines, remote office backups are not necessary.

With desktop virtualization solutions from Sun, you can move data, applications, and processing away from desktop PCs onto secure, cost-efficient virtualized network resources, replacing expensive PCs with virtualized thin-client computers, and saving loads on energy and maintenance costs.