



PARTNER INSIGHTS

Global Technology Integrator Limited

Region	Hong Kong, China and Singapore
Partner Level	Gold Citrix Solution Advisor (CSA)
Expertise	Application Virtualization, Desktop Virtualization and Networking
Employees	300 IT Professionals
Website	www.gti.com.hk

Jeffrey Moy
Executive Director, GTI



Company Profile: Global Technology Integrator Limited (GTI)

Since 1989 Global Technology Integrator Limited (GTI) has worked closely with its clients to select, architect and implement best-of-breed IT infrastructure and solutions to deliver a competitive business edge. Headquartered in Hong Kong, today its 300 staff work from multiple office locations in Hong Kong, China and Singapore supporting a diverse public and private enterprise client base. Its range of solutions meet the challenges of how to modernise the infrastructure, security, cloud, storage and disaster recovery, software applications and mobility business requirements.

GTI formalised its partnership with Citrix following the 2005 acquisition of NetScaler. GTI had already introduced NetScaler hardware to the Hong Kong and China market some years prior. Since its first implementation of NetScaler, GTI has watched it become the ideal basis for the implementation of mobile computing and virtual desktop integration solutions.

A team of Citrix pre-sales, software engineers, solutions architects and support specialists all contribute to the annual double-digit growth and success enjoyed by GTI today. The Citrix portfolio provides unique solutions for the enterprise, and has supported GTI's moves into new vertical sectors including government, professional services, construction and manufacturing.

Unique achievements justify Gold Partnership

"The focus for GTI in the region has always been to deliver best-of-breed solutions. We embrace innovation and encourage our team to incorporate innovation into everything we do. It's our differentiator"

Jeffrey Moy | Executive Director | GTI

"We modernise the infrastructure needs for our clients as they transform from a traditional IT infrastructure to a more mobile, digital environment. Citrix solutions support the challenges of virtualisation, mobile and networking," he continued.

In a region where large-scale IT requirements are required to meet large scale industry demands, such as construction and manufacturing, adding value in the most cost-effective manner for customers is crucial.

"Our relationship with Citrix and implementations of its technology offerings has celebrated a few key milestones," says Moy. "We were the first to resolve the challenge of a 3D VDI solution for the construction industry and now have the interest of our government clients. GTI has also overcome the geographical demands of the large China market from an operational and product offering perspective. For instance, the manufacturing sector in China may require a 10,000 seat plus implementation across multiple locations and over a phased period. You need to have sharp systems integration skills to deliver on these challenges over the course of three decades."

"We are also aligning our Citrix offering with an understanding of Microsoft platforms and business applications, along with the full Azure cloud capabilities to understand how to better transition our clients to new IT environments."

Making technology core to business

For private and public enterprise navigating security threats and the risk of data attacks has renewed the focus on the security benefits of a Citrix installation.

For GTI's Moy the establishment of risk and compliance guidelines cross industry is ideally suited to Citrix. "Citrix has a technology advantage in securing the enterprise. This is very reassuring for our Citrix team as they carefully research all potential business outcomes before recommending a technology. We want GTI and Citrix solutions to be a long-term offering for a client. We have always found it beneficial to incorporate Citrix into our integration process."

GTI invests in its Citrix team training and education to ensure it maintains a highly skilled team, capable of transitioning clients to new IT infrastructure environments. The Citrix specialist team undertakes regular face to face training programs, as well as Hands-on-Labs with Citrix Education and international 'boot camps'. The technical implementation roles are also expected to present and share insights from recent Citrix installs to share experience and build deeper Citrix capabilities.

Building a reputation for innovation with Citrix solutions

GTI has developed a reputation for delivering innovative solutions to meet business technology challenges with the Citrix portfolio.

Chun Wo Construction & Engineering

One of Hong Kong's largest construction and property development conglomerates has successfully introduced building information modelling (BIM) technology to build a 3D model-based process to help it more effectively plan, design and construct residential and commercial buildings. With BIM and 3D modelling, construction managers can more easily read plans, organise tasks and track progress.

GTI implemented the Citrix Workspace offering - XenDesktop, XenServer, NetScaler - with an NVidia graphic card to support remote team users using AutoDesk ReVit BIM technology. The challenge was to securely synchronise confidential design data for smoother remote collaboration, whilst factoring in data protection, backup and disaster recovery concerns.

As part of the integration, the graphic intensive Autodesk BIM technology was centralised, ensuring greater availability for the 3D VDI solution for remote users, whilst delivering a secure and highly professional end user Citrix-GTI experience. Now with access to the application and data available from any device, at any time, the productivity output of the construction project team has significantly increased. The team was now able to make more rapid decisions and respond more quickly to the client, reducing the overall total cost of ownership for the project.

Government user case 1

A Hong Kong government service is relying on XenDesktop, XenApp and NetScaler technology to provide premium video streaming capabilities and replace the current network load balancing system for an existing e-learning system.

The Citrix solution offers simplified management, supporting different devices, plus best performance video streaming. Greater business agility is the result of relying on NetScaler to accelerate performance levels, whilst securing remote and internal access levels. The implementation has delivered a powerful and secure communication facility.

Government user case 2

An independent body in Hong Kong has implemented XenDesktop, XenApp and NetScaler to optimise user performance, simplify administration and enable new levels of end user security for its specialist team. With the user experience degrading with its previous solutions, the Citrix solutions have powered up an optimised and more secure SharePoint experience – vital for the confidential information being managed. NetScaler is delivering a secure network infrastructure with flawless uptime and performance.

Citrix channel commitment delivers returns

GTI has experienced a highly committed partner in relation to superior product quality, technology innovation and channel support – generating a positive contribution to GTI's own growth.

"The Citrix solutions are key to the development of the GTI services business, building long-term beneficial relationships with our clients"

Jeffrey Moy | Executive Director | GTI

The Citrix company structure and culture has also paid dividends for GTI. "We came on board as a by-product of the NetScaler acquisition but were immediately approached to see how the research and development and technical support teams could best support us. This was a really positive outcome for both sides. This dedication to helping GTI build up its business has increased the Citrix footprint across Hong Kong, China and Singapore."



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