

CASE STUDY

Visure Solutions Enables Remote Access with GO-Global



About Visure Solutions

Visure Solutions enables companies to implement efficient requirements management processes that improve the development of high-quality products, systems, and services. Visure's all-in-one platform, Visure Requirements ALM, includes requirements management, test management, bug and issue tracking, change management, risk management, and variant management. The company's solutions are used across many industries, including aerospace and defense, automotive, banking and finance, medical devices, energy and nuclear, oil and gas, robotics, and industrial automation. Visure is also a worldwide trainer for Certified Professional for Requirements Engineering (CPRE), certified by the International Requirements Engineering Board (IREB). To learn more, please visit <https://visuresolutions.com/>

The Challenge

Visure Solutions' customers use Visure Requirements ALM platform to bring their people and processes together to ensure that the systems they build comply with industry standards and regulations. The company began receiving requests for a version of the platform that could be implemented in a public or private cloud to be used by remote and distributed employees. Additionally, some Visure prospects wanted an application that could be used on multiple platforms including Microsoft® Windows®, macOS®, and Linux.

Fernando Valera, Visure's CTO, picks up the story. "Requests to enable remote and cross-platform access became more problematic over time, and suddenly became a requirement."

Challenges

- **Provide access for remote users**
- **Accommodate non-PC users**
- **Create a web-enabled offering to retain market share**

Solution

- **GraphOn GO-Global**

Results

- **Support for remote workers**
- **Allows access from any device that supports a web browser**
- **Enabled creation of a cloud offering**

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The Challenge *(continued)*

Simultaneously, the company saw competitors coming into the market with web-native applications. While those web applications couldn't match Visure's deep functionality, for some prospects the ability to provide access for remote employees was a higher priority.

Since the Requirements ALM platform was written in Windows, these emerging requirements posed a challenge to Visure. The company needed to find a tool that made their solution available from the cloud and usable on Windows, Mac®, and Linux machines in order to retain and expand their market share.

The Solution: GO-Global

When Visure received its first prospect inquiries regarding implementing their platform in the cloud, the company investigated potential application publishing solutions. Microsoft® RDS and Citrix®, which facilitate remote access, were technologies familiar to Visure, which used RDS internally, and has customers using Citrix internally. A member of Visure's technical team researched other solutions and added GO-Global® to the candidate list.

When it became clear that Visure needed to offer a cloud publishing solution as an add-on to the Requirements ALM platform for customers with remote employees, the company evaluated the three candidate technologies. Visure wanted a solution that was simple for customers to install and manage, could be easily accessed by end users, did not require end users to install anything on their device, had minimal computing resource requirements, and was reasonably priced.

Fernando Valera sums up the evaluation findings this way: "For smaller organizations, using Citrix would have been overkill from an implementation, management, and cost perspective. RDS requires a Windows CAL for each user, which makes it unaffordable, plus RDS consumes a lot of computing resources relative to the number of end users."



There was an 'ah-ha' moment as soon as I tried GO-Global. I installed, configured, and published our application very quickly, and was able to access it as an end user almost immediately. I spent much more time demonstrating GO-Global and getting consensus from the technical team than it took to set up the GO-Global demo!

**— FERNANDO VALERA,
CTO, Visure
Solutions**

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The Solution *(continued)*

That left GO-Global. Visure used a free 30-day trial version and began testing. “There was an ‘ah-ha’ moment as soon as I tried GO-Global. I installed, configured, and published our application very quickly, and was able to access it as an end user almost immediately. I spent much more time demonstrating GO-Global and getting consensus from the technical team than it took to set up the demo!”, said Fernando.

The Results

Visure began selling GO-Global as an add-on to Requirements ALM for customers needing to provide distributed and cloud access for remote employees. Close to half of Visure’s customers now use GO-Global to publish the platform from a public cloud. Recently, Visure leveraged GO-Global to make the platform available from Visure’s cloud environment for customers wanting that option.

Fernando concluded, “GO-Global consumed far fewer computing resources than RDS or Citrix, licensing costs were far more reasonable, and it was easy to install and use. Ultimately, GO-Global also allowed us to offer a cloud-based version of our platform without a rewrite. We found our solution.”

Why GO-Global?



**Simple configuration
and management**



**Runs in any
cloud**



**Stop paying
for CALs**

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About GraphOn

GraphOn created GO-Global to enable organizations to publish Windows® applications from any public, private, or hybrid cloud, to any device that supports a browser. Using GO-Global, IT can deliver Windows applications at up to 40% less than Microsoft® RDS and up to 70% less than VDI solutions from Citrix® and VMware®. Despite its low cost, GO-Global delivers enterprise-level scalability but is easy to install, configure, and use, with considerably less technology overhead required for implementation. For more information, visit www.graphon.com



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