

Transforming Manufacturing and Retail IT: Eurocell Transitions from VDI to a Cloud-Native End User Computing Environment with IGEL

Migrating from traditional VDI to secure, browser-based access to business applications and desktops modernizes the manufacturer's endpoint infrastructure



Overview

Before transitioning to IGEL, Eurocell operated its Windows system and SAP within a traditional Citrix VDI environment. When it began implementing a new trading system across 215 retail branches in the UK, Eurocell chose IGEL OS and installed it on new Asus hardware alongside embedded Windows on Citrix. This setup allowed end users to access the main SAP ERP system and Office 365 through Citrix during the transition. As Eurocell's new cloud-native browser-based ERP platform from GenetiQ is rolled out, the manufacturer is leveraging IGEL OS on PCs instead of thin clients, having selected ASUS hardware for greater endpoint flexibility.

One objective for Eurocell in upgrading its trading system was to reduce paper consumption. The manufacturer also wanted to provide its employees with a browser-based ERP solution to simplify processes, automate routine tasks, and deliver more actionable insights. Using IGEL OS, employees can now access the new trading platform and applications, including electronic signature software, via the Chromium browser with an embedded smart card and two-factor authentication (2FA) extension for tap-and-go access.

Additionally, by transitioning to GenetiQ, a Software-as-a-Service (SaaS) solution, combined with Signotec electronic signature hardware, direct signature generation is now enabled in the browser as a web service. This solution enhances the user experience, drives operational efficiency, and eliminates the need for paper signatures, while avoiding reliance on Citrix VDI. Leveraging IGEL OS enabled Eurocell to facilitate direct printing to its integrated Xerox printers using Linux CUPS, standardizing operations while reducing management costs.

Furthermore, Eurocell has enhanced the security of its end-user computing infrastructure through IGEL's Preventative Security Model™. This secure, manageable, and scalable platform supports a robust Zero Trust framework and efficient endpoint management.

INDUSTRY

Manufacturing and Retail

LOCATION

South Normanton, England

KEY STATS

- **Number of Branches:** 215
- **Number of Endpoints:** 700+
- **Drastic Reduction in IT Overhead:** Eliminated management of 30–35 Citrix VDI servers
- **Faster Deployment:** Endpoint setup in five to ten minutes compared to more than two hours with Windows OS
- **Easier Maintenance:** Centralized and streamlined OS updates and security patches

ENVIRONMENT

- IGEL OS
- IGEL UMS
- GenetiQ cloud-native, browser-based ERP platform
- Sage Intacct digital signature software
- Signotec electronic signature solutions
- Xerox printers



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Alan Kennedy, Head of IT Infrastructure and Security at Eurocell

With IGEL OS now in production at Eurocell, the organization reports that IGEL's supportive team and significant engineering efforts have been key to its success in transitioning away from VDI in favour of a cloud-native, browser-based trading system. Because of this success, Eurocell is now working with IGEL to identify other use cases for VDI/SaaS that provide an alternative to traditional configurations.

Business Challenge

Eurocell faced multiple challenges with its existing endpoint computing infrastructure, including high overhead costs for maintaining and deploying Windows-based thin clients. Their heavy reliance on Citrix to operate an SAP ERP system complicated matters and drove up expenses.

Security was also a significant concern, as the manufacturer's outdated Windows environment did not support modern protocols, such as a Zero Trust framework, essential for safeguarding its expanding array of web-based applications and desktops. Moreover, Eurocell encountered hardware constraints because it relied on HP thin clients, which offered limited flexibility.

"To facilitate this transition, we had to find a lightweight, secure operating system that operates independently of Windows, which would allow us to support the web-based ERP system and improve the efficiency and speed of endpoint deployment," said **Alan Kennedy, Head of IT Infrastructure and Security at Eurocell**.

The Solution

Eurocell evaluated solutions from IGEL and 10Zig. IGEL OS was selected as the preferred choice due to its secure and lightweight architecture, hardware-agnostic approach, and ability to be successfully deployed on ASUS devices.

Eurocell's IGEL deployment on over 700 endpoints began with a transition phase, during which SAP and Citrix were temporarily used while migrating all other applications to IGEL OS. "In phasing out Citrix, we will no longer need to manage 35 VDI servers, which will benefit our team by reducing the management overhead burden," said Kennedy.

IGEL has also enhanced the security of Eurocell's end-user computing infrastructure through its Preventative Security Model™. This model provides a secure, manageable, and scalable platform that supports a stronger Zero Trust framework and simplifies endpoint management.



The Outcome

In modernizing its trading systems with a cloud-native, browser-based ERP system and implementing IGEL OS to support that system, Eurocell's objective was to reduce the company's reliance on VDI and Windows OS. "The supportive team at IGEL and their significant engineering initiatives have been essential in successfully decreasing our reliance on VDI and transitioning to a cloud-native, browser-based trading system," said Kennedy.

By utilizing IGEL OS, Eurocell has experienced a significant decrease in IT overhead, as it has eliminated the management of 30 to 35 Citrix VDI servers. Additionally, the deployment process has become much faster.

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In addition to centralizing and streamlining updates and security patching, IGEL has also improved the end-user experience for Eurocell's employees by providing faster load times and more responsive and stable access to core business applications. "Feedback has been overwhelmingly positive," said Kennedy. "Their experience with Citrix created bottlenecks in the branches. Employees had never utilized a fully flexible system before, and the transition to IGEL has been quicker, cleaner, and easier than their previous setups."



We wanted a secure and efficient solution, and IGEL ultimately proved to be the best choice. IGEL OS is secure, simple to deploy, and easy to keep updated. The IGEL Universal Management Suite facilitates straightforward updates, and when comparing costs to Microsoft licenses, IGEL presents a more economical option."

Alan Kennedy

Head of IT Infrastructure and Security at Eurocell

In closing, Kennedy said, "What we didn't expect was IGEL's willingness to collaborate with us on the electronic signature hardware, at no additional charge, showcasing a valuable two-way relationship critical to our success."

Many companies would not have approached this without charging a fee. In summary, this is a great example of teamwork. As more businesses transition to SaaS, we expect to see more businesses moving away from traditional VDI in favour of cloud-native, browser-based applications."

The Customer

Eurocell is the UK's leading manufacturer, recycler, and distributor of PVC-U profiles and a pioneer of energy-efficient, sustainable design and practice. Eurocell operates a vertically integrated business model with a differentiated customer proposition for fabricators, installers, housebuilders, and small independent builders. The company has two main divisions: Eurocell Profiles and Eurocell Building Plastics.

Eurocell Profiles designs and manufactures PVC-U window, door, and roofing products, which are then supplied directly to trade, new build or commercial fabricators, who then sell on to builders and retail installers, housebuilders and commercial installers. The business also owns the Cavalok brand of cavity closer systems and, since flotation, has acquired Vista Panels, a major manufacturer of composite doors and PVC-U entrance doors and Alunet Group, comprising Alunet Systems, a UK market leading supplier of premium aluminium door and window systems, Comp Door, a fast-growing manufacturer of premium solid timber-core composite doors, JDUK, a supplier of premium sectional aluminium garage doors and UK Doors (Midlands), a manufacturer of aluminium roller shutter garage doors.

The group also has the largest PVC-U recycling plant in the UK, which processes up to 3 million window frames a year. This cuts the material going to landfills and the consumption of virgin PVC-U.

Eurocell Building Plastics is the company's distribution arm and one of the largest building plastics trade counter operations in the UK today. Operating from more than 200 branches nationwide, their depots offer more than 10,000 PVC-U roofline and ancillary building products and are staffed with experienced, well-trained, customer-focused employees. This division also owns the premium-quality Deeplas brand of PVC-U roofline products.

For more information, visit <http://investors.eurocell.co.uk>