



## Customer **Thin Client Computing** Helio Solutions Implements Sun Ray™ Thin Client Solution for Morrill Middle School in San Jose

The primary goal of Morrill Middle School in San Jose is to provide students with the education they need to be successful in high school and college. The demographics of its 950 6th-8th grade student population is 85 percent ethnic minorities, 55 percent of whom speak a primary language at home other than English, and 32% of whom qualify for free and reduced lunch support.

"We take a different approach in addressing the diverse learning needs of our students," said Ron Fairchild, Morrill Middle School Principal. We have very high expectations for student behavior and scholastic performance. This generates a positive learning environment and contributes to our students' ability to be successful. Technology is an integral part of not only how we operate, but how our kids learn."



### **ENHANCING LEARNING THROUGH TECHNOLOGY**

Prior to implementing a new Sun Ray™ thin-client solution, Morrill Middle School had approximately 250 PCs distributed throughout the school. Ninety-nine percent of these PCs were donated by local businesses. With the economy heavily impacting schools, Morrill couldn't afford to buy computers, acquire the necessary software licenses or provide the basic maintenance to keep their PCs operating properly.



### **OVERCOMING LIMITED BUDGETS**

Mr. Chris Jew, Berryessa Union School District's Assistant Superintendent for Business, learned about a Federal School Renovation Technology grant that he could apply for to upgrade Morrill Middle School's technology. Upon qualifying for federal money, Morrill was able to move forward on its goals to enhance the learning experience for students and teachers, reduce administrative costs and support, and provide easy access to browser-based applications.



### **DISCOVERING THE PERFECT SOLUTION - THE SUN RAY™ APPLIANCE**

Sun Microsystems™ and its Strategic iForce™ Partner Helio Solutions presented a demonstration of the Sun Ray thin-client technology to Morrill's principal and teachers. "They did an incredibly good job," said Mr. Fairchild. "It didn't take any sales at all. We were convinced that the Sun Ray solution would solve all of our needs."



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The Sun Ray enterprise appliance is a simple, low-cost networked device. Unlike personal computers that require an operating system and applications running locally on the desktop, the Sun Ray system allows for quick access to existing applications and resources on the network. It's an affordable solution for school administrators who want to give students easy access to the Internet and desktop applications, but need to keep configuration and maintenance tasks to a minimum. To address reliability, scalability and security, Helio developed a solution with Sun that consisted of the Sun Solaris™ Operating System running on multiple SunFire™ 280R Servers, SunPCi III cards, and 143 Sun Ray Thin-Client Desktops. This technology enables users to instantly access their own personal sessions and work in progress from any Sun Ray desktop in the workgroup.



#### **BENEFITS OF USING SMART CARDS IN SCHOOLS**

Morrill took each student ID and library card number and put it on each smart card. Students use one card for checking out library books, accessing the computer system, and as their student ID. "Students are able to log onto the system, use the available office software suite, save and print their work, or stop their session and resume it at a later time in the same place they signed off," said Mr. Fairchild. "This has taught our students a lesson in responsibility."



#### **MEETING MORRILL'S NEEDS**

Helio's network engineers set up a centralized server, connected the network, provided the smart cards, loaded the applications on the server and then used software, called Thin Soft, to acquire the license to access the applications online. "Overall, this could have been a very daunting, intimidating experience," said Mr. Fairchild. "I can't say enough about what Helio and Sun have done for us to make this experience so positive."

Helio rose to the challenge of connecting a high horsepower, 100 MB system to Morrill's existing, low functioning 10 MB Ethernet network. In addition to a system upgrade, the school also needed to rewire its electrical system to increase power. Morrill used part of its grant to replace the old hubs with 100 MB 24-port new switches. Helio helped with this implementation. "They have been really good about giving us advice and assisting us with the technical direction for doing this upgrade and installation," said Mr. Fairchild. "They clearly understood our needs and were very accommodating in terms of our budget."

Mr. Fairchild added, "Sun and Helio had a seamless approach to their partnership. They gave me a lot of instructions throughout the process and responded quickly to my needs. They have been very good about being more of a colleague than a service representative, and more of a team player than a sales adjunct. We had a very short learning curve and thankfully a smooth transition. Working with Helio and Sun has been more of a team approach rather than a typical business and client relationship."

**"When you look at the scope of what we accomplished... it's truly remarkable. I can't say enough about what Helio and Sun have done for us to make this experience so positive."**

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