

MiniFrame seals PC deals with Nigerian Navy, NITDA

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Lagos. September 3, 2008. MiniFrame says it has sealed two major deals in Nigeria to supply its computing technologies to the Nigerian Navy and the National Information Technology Development Agency (NITDA).



The company announced in Israel today that the Nigerian Navy will install 100 workstations of its multi-user computing system, SoftXpand, to increase PC accessibility to its personnel.

Also, NITDA, the nation's IT policy implementation agency, has endorsed the MiniFrame systems to be implemented in rural Internet resource centres planned for 30 states across the country.

MiniFrame says its powerful multi-user computing solution, SoftXpand, will also enable the Navy reduce unnecessary IT expenses and scale down maintenance costs.

According to the company's statement, 20 SoftXpand workstations have successfully been installed on a trial basis at the Nigerian Navy School of Health Sciences, Offa in Kwara State, now expanding to include 100 SoftXpand PC workstations throughout various bases nationwide.

Also, in line with its plan to promote IT growth, NITDA, the company says, has recommended SoftXpand to be implemented in rural internet resource centres throughout the country.

MiniFrame's technology offers a software solution that substitutes the hardware by turning a standard PC into a multi-user PC with the capability of creating up to 8 independent workstations, each boasting a wealth of multimedia capabilities and displays rich PC performance.

According to the company, this next generation PC is a software only solution with no proprietary hardware in line with its vision to offer PCs at a fraction of the cost, reduce Total Cost of Ownership and enable improved PC management.

CEO of MiniFrame, Eli Segal, says that the company has partnered Nigeria's Intermel, one of its select resellers for the complete delivery and management of SoftXpand's integration into the naval system.

According to him, SoftXpand's unique ability to convert a standard PC into multiple fully independent virtual PCs will stimulate the navy's training capabilities by increasing the number of computers available - thus allowing more navy personnel to be trained in a much shorter turn-around time.

"MiniFrame's state-of-the art solution will be financially beneficial to the navy, as its multi-user abilities drastically decrease the hardware needed, significantly reducing the total cost of ownership (TCO), and by requiring IT management of the host PCs only", he adds.

Commanding Officer of the Offa naval base, Captain AK Elujoba, said in the statement that, "SoftXpand's performance as the 'next generation PC' has taken computer and internet services to a higher level and is in step with our goals at the training center. Our aim is to enhance our health training capabilities with increased computer awareness, availability and accessibility, and we are confident that MiniFrame's sophisticated solution, using the most cutting edge technology, will provide us with the expected results. What is more, it is very economical in terms of money and space as few CPUs are required to service several stations!"

CEO of Intermel, John Emelike Nwangaro, says "Intermel's decision to distribute MiniFrame's SoftXpand solution is due to the win-win situation that it creates. As a leading IT reseller in Nigeria, this comprehensive solution provides us with a financially advantageous situation based on software that is easy to install and maintain, while allowing us to ensure end-user satisfaction by using one of the most cutting edge and flexible technologies on the market."

Segal adds that, "with partnership agreements in over 26 countries, MiniFrame is pleased to have further expanded our reseller customer base to include the Nigerian Navy. At the forefront of PC virtualization technology, SoftXpand is a cost-efficient solution that can help build a state-of-the-art training centre by increasing the number of high performance PCs available to ensure advanced training facilities."

Further cementing MiniFrame's presence in Nigeria, the company has also announced that SoftXpand has been recommended by NITDA for rural Internet resource centres across 30 states. These centres will serve for use in multimedia e-learning, internet, e-governance across the country.