

## CASE STUDY

### Client

**Espoir Exploration Corp.**  
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Calgary, AB, Canada T2P 3R7  
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### Industry

Oil & Gas, Energy

### Application

Konect

### # of Employees

8 total, 4 – 5 remote consultants

### # of Applications

20+

### Server Environment

Windows 2000 Server

### Client Environment

Windows XP & 2000 Professional

### Business Challenges

- Connect remote employees with central resources
- Maintain high level of security over remote connections

### Konect Solution

- Exceeded expectations in ease of use and flexibility
- Seamless security impresses over other competitive solutions



## BACKGROUND

With broadband Internet connectivity, cell phones and mobile data devices readily available and affordable many smaller organizations are now supporting a distributed work model. Having staff work from home or while on the road is a reality today for many organizations but this model still has its challenges. Providing remote staff with secure remote access to head office software applications is critical but is often too difficult to implement and manage if not beyond reasonable financial consideration for these companies.

## CHALLENGE

Espoir Exploration (“Espoir”) is headquartered in Calgary, Alberta and has a technically oriented team which requires its entire staff to have 24 hour access to head office resources. Espoir needed to provide remote staff with a reasonable and cost effective way to access head office resources (software applications and information). In addition, they needed to protect the sensitivity of Espoir’s corporate information to ensure these remote staff only had access to the resources they needed. As Mike Wilhelm, Vice President Finance & CFO described it, “We required a flexible and secure remote access solution with an understanding that our small size precluded us from making a large investment to make this happen.”

## SOLUTION

Espoir had been considering other off-the-shelf options, and had all but given up hope on an enterprise wide solution.

Then Espoir came across an email offering for a free trial of the Konect serverware. Espoir contacted desktopsites immediately and within days they had worked with the desktopsites team to analyze and prepare their technical infrastructure and deploy Konect.

“It took more time to deploy Konect than it would have for an off-the-shelf solution but it is a far more flexible, robust and easy to use solution for our needs. Without question, Konect’s publishing and security features are primary competitive advantages over off-the-shelf offerings. In the end, we obtained a remote access solution which was secure and could be economically implemented throughout the organization.” says Wilhelm.

## RESULTS

To date Konect has exceeded Espoir’s expectations. As Wilhelm describes, “We are a small company and we don’t have the time or resources to measure the success of our software tools. They either work and we use them or they don’t work and we don’t use them, it is that simple.”

Today, Konect is providing Espoir with the means to properly support their remote staff. Espoir’s professional staff is finding that Konect’s seamless remote printing and ‘cut and paste’ capabilities, across published applications, are providing them with ‘head office functionality’ wherever they may be working.

## Espoir Exploration Corp.

Espoir is a Calgary-based junior oil and gas company engaged in the exploration, development and exploitation of oil and gas reserves in Western Canada. Espoir’s goal is to generate sustainable and profitable per share growth in earnings, cash flow and reserves for shareholders by aggressively pursuing focused exploration, exploitation, development and acquisition opportunities in Central Alberta and the Peace River Arch Area of Alberta.

## desktopsites Inc.

desktopsites is an emerging leader and innovator in cost-effective access infrastructure solutions for small and mid-size businesses in North America and Europe. desktopsites was founded in 2000 and is based in Calgary, Alberta, Canada.

## About Konect

Konect is a serverware solution for small and mid-size companies that enables simplified network resource management, deployment security and remote access for employees within and outside of the workplace. Using Konect companies can seamlessly publish centralized applications to their users desktops without the need for a local installation.