The Droplets™ platform dramatically reduces the cost of web-based and network application delivery at every stage of the IT process, from development through administration and maintenance, and from bandwidth consumption to end-user productivity. Droplets is an open standards technology that integrates easily with your existing network, allowing you to slash IT costs while at the same time radically improving the interactivity and speed of your enterprise network solutions.

Here are the main advantages of the Droplets platform that result into real cost savings:

Lower Bandwidth Consumption

Droplets applications take up on average 10% of the bandwidth of comparable browser-based applications. This is accomplished by replacing the transmission of bulky HTML with a razor-thin protocol that keeps consumption to a minimum, and by allowing individual UI widgets to be updated dynamically without user intervention. Unlike HTML, which requires that the entire UI be completely re-downloaded for even the smallest updates, Droplets sends updates to individual fields without needing to re-transmit the rest of the GUI. And since zero application code is sent to the client machine, the end result is radically reduced bandwidth consumption and its associated price tag.

Automatic and Instantaneous Upgrades

Droplets provides the speed and usability of local software, but does not require that application upgrades be downloaded individually on client machines. Zero application code resides on the client, and all upgrades automatically appear on the user's GUI. This relieves system administrators of the salary-consuming task of manually upgrading fat client software individually on every user's machine and developers of the thankless work involved in accounting in their code for legacy application versions that may still be in use. The cost to IT budgets of upgrading cannot be overstated; a recent IDC study estimated that administering client-side code costs American businesses approximately $500 million per year ($2700 per workstation).

Faster Development Effort

Developing remote GUIs with Droplets is done in a single language (either Java or C++), removing the high cost of retaining multiple skill sets for a single Web-based project, which typically requires three or four separate languages (HTML, Javascript, JSP and Java, for example). Droplets GUI layout is based Java's industry standard AWT package, allowing your developers to leverage their existing knowledge base – without learning any new skills. In addition, Droplets makes the building of distributed applications just as simple as writing local software. All networking code and multithreading issues are addressed "out of the box" by the Droplets Platform, the need to track per-user session state is eliminated, and the real-time interactivity of the Droplets GUI eradicates the various problems associated with Web's "Back" button.

No Computer Virus Risk

As computer viruses become increasingly prolific, the administrative cost of cleaning machines of computer viruses has risen exponentially. Even worse, the delivery of a virus through your enterprise's application download has a devastating effect on your relationship with consumers. The Droplets Platform completely eliminates this threat. Since zero application code is sent to the client machine, there is zero opportunity for a malicious third party to "trojan horse" a virus onto the application. This provides your users with a guarantee of virus safety while using your online solutions, and significantly lightens your network maintenance costs.

Higher User Productivity

Web-based applications simply do not provide users with an interface that can match that of locally installed software. The page-based nature of HTML makes for a less intuitive user experience, and the lack of real-time interactivity needlessly wastes man-hours. In fact, a recent industry study estimates that Web interfaces cause a 20-30% decrease in worker productivity. Droplets provides all of the administrative advantages of browser-based applications, but also delivers an interactive User Interface that has the look and feel of a locally installed application. Increased usability translates into higher worker productivity, which in turn translates into further cost savings to your enterprise.

Easy System Integration

Droplets is based entirely on industry-standard technologies, and integrates seamlessly into your existing network. Droplets thus avoids any significant changes to your current deployment, and can be delivered in conjunction with Web services and EJB-based application servers. Modifying existing fat client or Web-based software to be presented as a Droplet is also straightforward. Almost all existing code can be re-used "as is". Only the presentation layer need be modified, by re-wiring the existing components and events for delivery as Droplets.
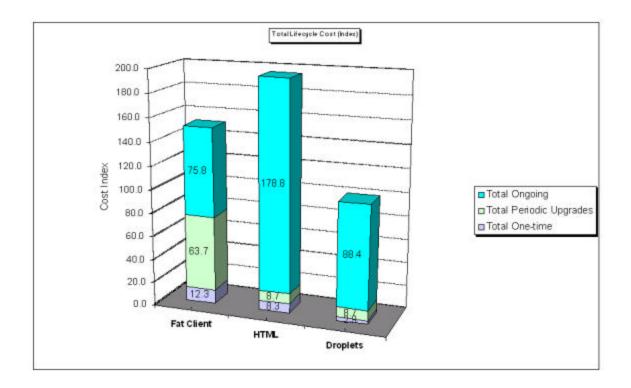
Cost Comparison Case Study

To illustrate the dramatic IT-cost savings through Droplets, consider a direct cost comparison between Droplets and the two alternative methods for delivering Web-based or network applications, HTML and "Fat-Client" installations. The cost savings estimate in the table on the following page are for an application that

- o   must support 3 different client platforms,
- o   will be installed and used by 25,000 end-users
- o   has an application life of three years,
- o   will be upgrade twice per year

Exhibit : *Estimated IT Cost savings*

Web / Network application IT Cost (in $'000)	Fat Client	HTML	Droplets
Fist-time Development & Installation	293	199	70
Periodic Upgrades and Maintenance	1,521	207	207
Ongoing Bandwidth, Server Ops, C-support	1,811	4,271	2,111
Total Lifecycle Cost	**3,626**	**4,677**	**2,388**
Estimated total savings through Droplets in $'000	**1,238**	**2,289**	**0**
In %	**34%**	**49%**	

Graph : *Estimated IT Cost Structure (index) for alternative web -application delivery methods (Droplets =100)*

As the above table and graph illustrate, the savings from Droplets are significant. In this specific example, total savings versus HTML are estimated at US$2.3 million or 49%, $1.2 million or 34% versus Fat Client. The primary cost savings when compared with HTML comes from bandwidth savings. When compared with Fat Client network software, Droplets earns significant cost savings in administration and upgrade due to its total elimination of client-side code. It is important to note that these projections do not even take into consideration the significant savings achieved in terms of usability and worker productivity when compared to Web-based applications.

* * * *

To find out more about how to leverage the significant IT cost savings of the Droplets platform, contact Droplets, Inc. today.

Droplets, Inc.
T +1 212.691.0080
info@droplets.com
www.droplets.com