



# Partner's Guide



Extending technology foundation with trend-setting innovations

# Cybele Software Partner's Guide

Over the years, Cybele Software has developed an extensive network of Resellers and Distributors.

This document reunites all the information about our **current product list**, guidance about **target markets and consumers**, and **operational information** to optimize the procedure in the presence of a prospect opportunity.

## Current Product List

Cybele Software products are designed to provide the simplest implementation pathways possible, while ensuring the integrity and security of your existing environment. Our track record of delivering on these commitments is evidenced through our rapidly-expanding, global customer base.

Our portfolio includes:

- **z/Scope Terminal Emulation Software**, an easy-to-use, highly configurable frontend to terminal-based applications.
- **TN BRIDGE Host Integration Pack**, a set of components and productivity tools to extend screen-oriented, host applications.
- **Thinfinity Remote Desktop**, an HTML5-based solution to transform Web browsers into secure portals for remotely accessing Windows desktop and applications.
- **Thinfinity VirtualUI**, instant GUI remoting and full web integration of existing Windows-based applications.

## Product Information.

All the product information can be found at [www.cybelesoft.com](http://www.cybelesoft.com)

There are **download links** available so you or your customers can trial the applications for free during 30 days. If you find any trouble or have any questions about the setup, our tech team will be ready to help.

## Our Existing line of products in a nutshell.



**z/Scope** is available in web and desktop editions, it provides an easy-to-use, highly configurable frontend to terminal-based applications.

- **z/Scope** offers a multi-host, multi-protocol, multi-session Terminal Emulation solution for PC desktops to AS/400, IBM Mainframes and Unix servers access. All desktop editions offer better functionality, user experience and performance than existing products at a really competitive price.

[Visit z/Scope Terminal Emulator](#)

- **z/Scope Anywhere** provides a Web-native Terminal Access to IBM Mainframes, AS/400, and UNIX systems from PC, Mac, Chromebooks, tablets and mobile devices. It maximizes user experience by leveraging the flexibility and portability provided by modern technology devices to enable secure access through an intuitive, Web-based user interface.

[Visit z/Scope Terminal Emulator for the Web](#)

**Which z/Scope edition is the most convenient for your clients?** Let them optimize their investment and pay for only what they need.

	Web Edition	Desktop Editions			
	z/Scope Anywhere	Express 3270	Express 5250	Express VT	Classic
VTxxx Emulation	✓			✓	✓
TN3270E Emulation	✓	✓			✓
TN5250E Emulation	✓		✓		✓
Browser Based	✓				
Windows OS Support (1)	✓	✓	✓	✓	✓
Mac	✓				
Linux	✓				
Android	✓				
iOS (2)	✓				
Touch interface support	✓				
Stand Alone	✓	✓	✓	✓	✓
Integrated Printer Emulation				✓	✓
FTP Client (3)	✓				Optional
SSL/TLS Support	✓	✓	✓	✓	✓

(1) All z/Scope editions are compatible with Windows XP, Windows Vista and Windows 7, as well as Windows 2003 Server, Windows Server 2008 and Windows Server 2012. Old Windows versions like Windows 98/ME/2000 are also supported.

(2) z/Scope Anywhere is browser-based and as a result of that the application is platform and OS independent. Any operational system or device that supports an HTML5 compliant browser will be able to run z/Scope Anywhere client.

(3) The FTP client function it's optional for the Classic edition. For a small additional amount you will get a full FTP Client seamlessly integrated into z/Scope's tabbed interface.

[Visit the full comparison list](#)

## From a business perspective, the ideal target market would be:

### 1) Companies that want better functionality than existing old terminal emulators.

You can save time, pc/server resources and improve interface user experience without sacrificing all the functionality that is needed.

### 2) Enterprises that want to replace old and expensive terminal emulators.

Any enterprise with mainframe terminals looking to give users the ability to log on and get direct access to legacy programs in a mainframe operating system at a competitive price.

### 3) Portable Web-native Terminal Access.

You can benefit from the flexibility and portability provided by modern technology devices to enable secure access through an intuitive, Web-based user interface.



# TN BRIDGE

## HOST INTEGRATION PACK

**TN Bridge** provides a set of components and productivity tools to extend screen-oriented, host applications. It provides full connectivity to IBM S/390 and AS/400 systems through standard telnet protocols.

[Visit TN Bridge](#)

### Legacy-Extension components - Development Lab

Development Lab (included with TN Bridge) is a research, tracking and testing environment that helps to reduce the times involved in planning, design, development and QA.

Development Lab will help your customer to develop PC-mainframe applications in these scenarios:

- In planning/design time, because they will understand the screen/events sequences produced by their host application. Then the developer can plan and test their navigation strategy through the host screens.
- During development time, using the remote tracking functionality where the developer can connect to their TN BRIDGE-based development, even running on another computer. They can also work in interactive mode to create code snippets, for pasting them into their application.
- To keep their deployed application error-free. Developers can work in Development Lab in order to connect and track a running application even from a remote workstation. Also they can locally save the trace information into a file for posterior analysis.

## What are the possible scenarios (potential users) under which TN Bridge could be used?

### 1) Government.

Citizens and businesses want convenient access to local government services and TN Bridge Host Integration Pack enables to gather the spread data which is stored on various hosts. It allows (web) access and transactions applications are developed fast, reliable and secure. It does this by using the Simple Object Access Protocol (SOAP). SOAP messages are independent of any operating system or protocol and may be transported using a variety of Internet protocols like SMTP, MIME and HTTP. The government's open, integration capability allows it to deploy new services more rapidly.

### 2) Industrial.

Replacing disparate applications and custom-built interfaces with one standard. TN BRIDGE Host Integration Pack connects all independent applications and numerous applications interfaces. It improves efficiency, reliability and decreases operating costs.

### 3) Healthcare.

A project is started to setup a paperless documentation system within a hospital to improve workflow, increase efficiency and balance costs with the business value > By using the TN BRIDGE Host Integration Pack's .net capabilities with XML generation enables those documents are write once read anywhere, system integrators and developers alike have the possibility to create the appropriate web services in their favorite environment.

### 4) Financial services.

The institution wants to improve customer satisfaction, increase the customer base and sell more services. TN BRIDGE Host Integration Pack brings by developing applications who connect to several hosts and integrate this data to make it possible to aggregate customer information. By extending and not replacing their technology it greatly improves *Return On Investment*.



**Thinfinity Remote Desktop** is available in Server and Workstation editions, it transforms Web browsers into secure portals for remotely accessing Windows desktop and applications. Both editions take advantage of the HTML5 Web browser technology to deliver **high-performance RDP access**, using only web standards like Ajax, WebSockets and JSON.

- **Thinfinity® Remote Desktop Server (formerly ThinRDP)** provides a full Remote Desktop experience: listening to the sound that plays on the remote machine in real-time, mapping remote drives to easily exchange files and even printing from the remote host to the local device. It allows any Windows, Mac OS X, Linux, Android and iOS user to remote into Windows Desktops or work with single Windows Applications. It works with all major browsers and it's 20% faster than its previous version!

[!\[\]\(3d8c13c92b853674f749aac6fa869926\_img.jpg\) Visit Thinfinity Remote Desktop Server](#)

- **Thinfinity® Remote Desktop Workstation (formerly (formerly ThinVNC and ThinRDP Workstation)** delivers secure, high-performance Remote Desktop access and Screen Sharing over the web by taking advantage of the latest web technologies like AJAX, WebSockets and HTML5.

[!\[\]\(96cc62f861fdd6e50510c0224a756dff\_img.jpg\) Visit Thinfinity Remote Desktop Workstation](#)

## Which Thinfinity Remote Desktop edition is the most convenient for your clients?

Both editions take advantage of the HTML5 Web browser technology to deliver high-performance RDP access, using only web standards like Ajax, WebSockets and JSON.

The **Workstation** edition offers a plain web-based RDP client ideal for virtualization scenarios and remote access to single PCs. It also features a second remote access option, VNC-like, for screen sharing. The Workstation edition is ideal for remote assistance and training: its Presentation Tool permits to organize remote meetings with up to 16 attendees.

The **Server** is a more appropriate solution for Terminal Server environments, large deployments requiring profile management and to publish applications, granting access to a single app instead of sharing the whole desktop.

Besides, the Server Edition of [Thinfinity® Remote Desktop](#) includes an SDK library that allows you to publish Windows applications and desktops to the web. This SDK library makes possible the smooth integration of your own Website or application with other existing Windows applications.

## The following are just a few of the key market segments we identified according to clients and prospects we currently have.

### 1) Hosting providers for Server and VPS remote administration

Today, these providers give you access to your server through RDP or VNC. Offering their clients with a HTML5 solution is a plus. They can pay for the product, or we can offer a SaaS licensing scheme.

## **2) Hosting providers for Virtual Desktops and Virtual Applications**

This is a new and growing segment. Here final clients must use a Remote Desktop or Citrix receiver. The HTML5 client is a big plus for their clients, as gives total freedom to access their virtual desktops or applications.

## **3) Enterprise-wide access to Virtual Desktops and Applications**

Nowadays, most companies are working with Citrix, Terminal Server, or any kind virtualized infrastructure. Here Thinfinity Remote Desktop Server can be used for accessing to published virtual desktops and applications from anywhere.

## **4) Companies that wants to publish Windows Applications to the web or intranet**

This goes beyond of just giving access to applications. With Thinfinity Remote Desktop Server you can embed a windows application on your website to do an specific task.

## **5) Vendors that wants to transform their Windows Applications into web ones**

Some vendors might want to sell the "Web Version" of their software, without touching a line of code. I agree that is not a real web application, but it works.

## **6) Remote Administration and Support:**

You install Thinfinity Remote Desktop Server in your company and access to your Windows servers from anywhere, using any device.

## **7) Teleworking / telecommuting**

You can give users access to their pc to work from their home, access from the hotel while traveling, etc.

## **8) Other custom RDP/ VNC client solutions**

Some companies need to embed or distribute Thinfinity Remote Desktop technology along with their solutions. Contact us if you have a prospect with special integration needs for OEM distribution.

The main differences between the editions are given by the table below:

Differences	Server Edition	Workstation Edition
Web RDP Client, HTML5-Based	✓	✓
Screen Sharing, VNC-like		✓
Remote Audio Support	✓	✓
File Transfer	✓	✓
Remote Printing	✓	✓
RemoteFX decoder	✓	✓
Session Recording	✓	
Presentation Tool		✓
Remote Drive Mapping	✓	
Access RDS/VDI/App-V platforms	✓	
Single setup to access all LAN PC's	✓	
Support for Virtual Paths	✓	
App Publishing	✓	
SDK Enhancements & APP Integration	✓	
Access Profile Management	✓	
Logs Usage and Statistics	✓	
Load Balancer	✓	
Active Directory Integration	✓	✓
HTTP/s protocol and SSL Encryption	✓	✓

[Visit the full comparison list](#)



**Thinfinity VirtualUI** is a development solution that transforms existing in-house developed Windows-based applications into dual-platform (desktop/web) ones. It also enables the integration of those Win32/Win64 apps into a web environment, allowing them to seamlessly interact with resources available in the cloud.

[Visit Thinfinity VirtualUI](#)

## Features

- **Instant GUI Virtualization**, with just *a single line of code*

Simply by adding Thinfinity VirtualUI library to the source project and then typing in a single line of code, in-house applications are available for instant remoting from any modern web browser, on any OS and device.

- **Windows and Web Integration Framework**

The interaction between the application and the web page can be increased by making small changes in the application that will easily allow the developer to expose application data to the browser side and viceversa.

## How to identify Thinfinity VirtualUI's target audience?

### 1) Developers faced with a need for deep modernization of existing Windows-based apps

You can make it possible to deliver self-developed applications as dual-platform Windows/HTML5 apps. You can also combine your desktop application with available web and multimedia resources, transforming it into a completely reshaped, tailor-made one.

### 2) Developers looking for an easy and transparent user interface remoting solution

[Thinfinity VirtualUI](#) does not require any plugins, add-ons, or any other kind of installation on the client side.

We are sure you will find that some of your current customers can be identified within these potential prospect groups. But this was just the tip of the iceberg... The actual possibilities are endless!

## About Cybele Software, Inc.

Cybele Software is a leading provider of software solutions that enable companies to extend their existing technology foundation by integrating with trend-setting technology innovations. Whether you want to improve the user interface for a mainframe application or need to enable remote Web access to Windows desktop applications, Cybele Software has a solution for you.

Since 2002, we have enabled companies to bridge the gap between cutting-edge technologies and proven client/server and mainframe systems. Our team of experienced developers strives to deliver flexible software solutions that increase the efficiency and portability of remote desktop access and legacy systems.

### How to contact us

**We are ready to assist you from the minute zero.** When you detect a lead that could take advantage of any of our solutions, you can contact us to request special trial keys, additional documentation, personal setup assistance, remote demonstrations and pricing quotes.

Our website: [www.cybelesoft.com](http://www.cybelesoft.com)

Phone Assistance: +1 (302) 351-4021

Fax: +1 (302) 295-9995

Email: Mariana Catani [mariana@cybelesoft.com](mailto:mariana@cybelesoft.com)

Mauro Amor [mauro@cybelesoft.com](mailto:mauro@cybelesoft.com)