



Tadpole-RDI Update: How blue-chip customers like Cadence are taking the cost out of professional computing

Cadence Design Systems, Inc. provides comprehensive services and software for the product development requirements of the world's leading electronics companies.

Cadence is the largest supplier of software products, consulting services and design services used to accelerate and manage the design of semiconductors, computer systems, networking and telecommunications equipment, consumer electronics and other electronic-based products.

Employees: over 4,000
Sales 1997: \$916 million
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VoyagerII ... Making Solaris Computing Truly Mobile

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User Story: PROFILE OF A TYPICAL UNIX JOCK?

Jack Wild seems like a typical UNIX Jock. Core Competency Technical Sales Manager at Cadence Design Systems, Inc., he's mobile, technically astute and sells enterprise-wide computing solutions.

Like many UNIX Jocks, Jack's suffered over the years. About four times a month, his customer demonstrations boiled down to lugging a 75-lb desktop workstation to the nearest airport, checking it as excess luggage, loading it into a cab upon arrival, making the customer demo and then repeating his Herculean feat all over again for the return journey. Productivity? A 3-day turnaround for each customer demonstration.

Overlooking maintenance and repair costs from moving desk-designed equipment around the country and a lot of personal hassle, airline charges for Jack's excess baggage alone ... his UNIX desktop workstation ... has totalled some \$15,000 over the past three years.

With an initial capital equipment cost of \$13,000 plus excess luggage charges for customer demos, the Total Cost of Ownership (TCO) of Jack's machine over the past three years is \$28,000, his cost per demo around \$195.

But Jack's struggles with desktop workstations came to an end earlier this year when Cadence learned of Tadpole-RDI's new portable VoyagerII system offering the equivalent power and performance of an Ultra 10S and the capability to run the full 10,000 plus inventory of Solaris applications.

Weighing just 10lbs and housed in a rugged aluminum frame the size of a Silicon Valley phone directory, VoyagerII is driven by the 300MHz UltraSPARC-IIi processor, has memory and removable disk capacity to 1GB and 20GB respectively and a range of I/O expansion features.

"VoyagerII has taken the hassle out of customer demonstrations, improved my productivity and also saved Cadence a pile of money," says Jack. He adds: "It's the way to go."

Initial cost of Jack's top-of-the-line 1GB memory/20GB removable capacity VoyagerII was \$20,000. Added cost of ownership when used for customer demos from an excess luggage standpoint: zero. The VoyagerII is carry-on luggage. From a three year TCO standpoint, Cadence will save \$8,000 with Tadpole-RDI's VoyagerII system.

Based on four demos per month over the period, Jack's cost of demo with the VoyagerII has now dropped to \$139 ... a 40% advantage in cost of ownership terms of UNIX desktops.

With VoyagerII's mobility, Jack is now determined to increase his productivity and effectiveness to 8-demos per month bringing his cost per demo over the period down further to an astonishing \$69 ... a 182% TCO advantage over desktops.

Jack Wild, a typical UNIX Jock? Hardly.