

Intel® Unite™ Lets the Niagara Peninsula Conservation Authority Collaborate More Effectively Internally and Externally



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*Serge Paquin, Owner,
Skycomp Solutions*

Skycomp Solutions, the leading Niagara Falls–based managed services provider, says Intel Unite software collaboration solution lets “us walk in and give our customer the perfect solution”

Skycomp Solutions, a leading managed services provider (MSP) in the Niagara Falls region, understands that their customers don’t have the time to devote to the complex IT systems companies need to conduct operations. “Our vision for our customers is always to provide a full solution,” says Brad Halliday, one of the lead technicians at Skycomp Solutions.



That’s why Skycomp Solutions recommended the Intel® Unite™ software collaboration solution for their customer, the Niagara Peninsula Conservation Authority (NPCA). The NPCA manages the impact of human activities, urban growth, and rural activities on the Niagara Peninsula watershed. NPCA programs focus on initiatives that help keep people and their property safe from flooding and erosion while keeping drinking water safe. Intel Unite software runs on a mini PC with powerful collaboration software that allows the NPCA to more easily work together during meetings, both in their conference room and with remote partners and clients.

“The Intel Unite collaboration solution was completely simple to deploy. The users at NPCA were able to download and install the simple software right away, and we were able to play with the features before I left,” says Halliday. “Everyone who saw Unite and its functionality was immediately interested. This is a boardroom computer that also has the functionality of creating a seamless, wireless feature that allows for collaboration and quicker, easier presentation capabilities.”

Connect and collaborate regardless of location

This is especially true for the NPCA, who share information internally, with external partners, and with customers who call the organization and have questions about mapping.

Geoffrey Verkade, Manager of Information Management and Technology Services at the NPCA, explains one way he imagines the NPCA will begin using Unite. “When we’re trying to explain issues on a customer’s property, if we’re fortunate enough to have a person really interested, we can share a Unite link and code, and then share our screen and literally highlight the map we are discussing and both be able to see it.”

For more information on the benefits of Intel® Unite™ software for small and midsized businesses, visit intel.com/unite.

Verkade says the team is currently using Intel Unite software to collaborate more effectively internally and run more effective meetings. “We can collaborate in meetings, and any laptop can broadcast its screen for all to see. This is really helpful for us because some employees and partners have different mapping software and content, and so it makes sharing stuff really quick and simple.”

The addition of Skype® for Business is a feature Verkade is excited to begin using. “We do have Office 365—and with the Skype for Business integration that’s really good to help us run even more productive meetings,” says Verkade.

Security and simple meetings

New mini PCs with Intel Unite software have features designed to deliver a better user experience while allowing IT consultants and managed services providers to manage the system remotely.

Because Intel Unite software includes Intel® vPro™ technology² and requires a unique six-digit PIN to connect, it reduces the risk of a connected device becoming a “soft access point” back door for malware through unsecure peer-to-peer connections. The 256-bit SSL data encryption helps protect the data you share, while all data traffic remains safely within the company network.

“We have many professional services clients,” says Skycomp Solutions’ Halliday. “So the ability to provide a secure system with Intel vPro technology that we can troubleshoot via our remote management tool is critical for us.”

Walking in with the perfect solution

According to Skycomp Solutions’ owner, Serge Paquin, the company’s professional services customers can all benefit from using the Intel Unite software collaboration solution. “I think that Unite is a significantly better product than most WiDi adapters that are available because WiDi is a proprietary feature. Even with an adapter, you need to install complicated software—and that can take 10–15 minutes, which isn’t appropriate for newcomers wishing to collaborate. Unite makes it easy for newcomers to quickly grab simple software and start collaborating right away.”

Halliday adds, “We can put a computer into a boardroom and hook it up to a monitor, but it’s not a full solution. Unite helps us to walk in and say we have the perfect solution and once I show you you’ll understand why, even if you don’t think you need it. Unite is part of a bigger picture and helps resolve a problem. If you have someone in professional services, a law firm, specifically, and a client comes in and sees the firm has an advanced and secure collaboration tool, that client is automatically going to trust the firm more.”

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For more information on Skycomp Solutions, visit skycomp.ca.

Why Lenovo with Intel® Core™ vPro™ processors?

“Lenovo is a partner whose own business practices align with ours. We get good margins on great systems that are very well engineered,” says Skycomp Solutions’ owner, Serge Paquin. “It’s just a no-brainer to use Lenovo SKUs developed for the Intel Unite collaboration solution. In addition, Lenovo support reps are always very responsive. They go above and beyond to solve any problems that might crop up.”

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*Brad Halliday, Lead Technician,
Skycomp Solutions*



1. Source: field testing by Skycomp Solutions, May 2016. Software and workloads used in performance tests may have been optimized for performance only on Intel microprocessors. Performance tests, such as SYSmark and MobileMark, are measured using specific computer systems, components, software, operations, and functions. Any change to any of those factors may cause the results to vary. You should consult other information and performance tests to assist you in fully evaluating your contemplated purchases, including the performance of that product when combined with other products. For more complete information visit www.intel.com/benchmarks. Configurations: All claims based on overall packaging of services provided by Skycomp. Results may vary.

2. Intel technologies’ features and benefits depend on system configuration and may require enabled hardware, software or service activation. Performance varies depending on system configuration. No computer system can be absolutely secure. Check with your system manufacturer or retailer or learn more at intel.com.

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