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We were able to take 10ZiG’s hardware and software together as a single-vendor solution, and it completely streamlined our environment. Performance improved, management got easier, and our users love it.

*Brian Mooney, Citrix Administrator,
Koch Foods Inc.*

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10ZiG CASE STUDY

From Farm to Table.

Powering poultry production at scale

Koch Foods is a leading, U.S.-based, privately held food company and one of the largest vertically integrated poultry processors in the country. Employing more than 13,000 people, the company manages the full production lifecycle—from farm to customer—serving foodservice, retail, and export markets with a focus on quality, innovation, and continuous improvement.



The Challenge

- Rising costs and loss of control due to IGEL’s shift to subscription licensing
- Legacy thin client hardware unable to support newer OS requirements
- Increasing management overhead and inconsistent vendor support



The Solution

- **10ZiG Thin and Zero Clients** deployed across user and task-based endpoints
- **10ZiG RepurpOS™** used to convert IGEL thin clients, HP Mini, and Lenovo ThinkCentre Neo 50q devices into modernized, secure endpoints
- **10ZiG Manager™** for centralized, license-free management
- Customizable firmware and configurations tailored to Koch Foods’ workflows

The Challenge.

Rising costs and aging hardware forced a change

Koch Foods had long relied on IGEL-based thin client endpoints to support its Citrix environment, but evolving licensing models, hardware limitations, and operational demands made the existing approach unsustainable. After years as an IGEL customer, the move from perpetual to subscription licensing introduced both financial and operational concerns.

“They changed from a perpetual model to subscription-based, and the costs just kept increasing,” said Brian Mooney, Citrix Administrator, Koch Foods, Inc.

At the same time, the latest IGEL OS required more resources than most existing devices could support, forcing a large-scale hardware refresh. “Probably 80 to 90 percent of our existing hardware would have to be replaced,” commented Mooney. This created a costly scenario where Koch Foods would need to replace endpoints while also adopting a more expensive licensing model.

Compounding the issue, day-to-day management and support were becoming more difficult to sustain with a lean IT team. “We were constantly updating firmware and dealing with issues, and it was hard to get support when we needed it,” said Mooney.

All of these challenges had to be addressed without compromising the company’s commitment to on-premises infrastructure and operational control. “If there’s any outage, we could be dead in the water... we need the control offered by an on-premises solution,” added Mooney.

The Solution.

A unified, customizable endpoint platform with local support

Koch Foods selected 10ZiG to replace its legacy thin client environment, deploying a mix of 10ZiG Thin and Zero Client devices to support different user needs across its distributed operations. The company also adopted 10ZiG RepurpOS to convert its existing estate of IGEL thin clients into modernized secure endpoints, preserving investment while maintaining a consistent user experience and centralized management alongside 10ZiG Thin and Zero Clients. By standardizing on a single-vendor platform that combined hardware, operating system, and management, the team simplified endpoint provisioning while gaining flexibility to support both general users and task-specific endpoints like label stations.

Working closely with 10ZiG, Koch Foods tailored the solution to match existing workflows, including customizing firmware and user interfaces. At the same time, the team modernized its Citrix delivery model, transitioning from a legacy virtual app approach to a shared desktop environment that delivered a more consistent, Windows-like experience.

“They customized their firmware for us,” said Mooney. “I don’t think any other company would do that.”



With 10ZiG’s no-subscription model and included management console, Koch Foods eliminated ongoing licensing costs and reduced complexity. The organization can now centrally manage devices using templates, extend the life of existing hardware through repurposing, and deploy new endpoints quickly across locations. RepurpOS also provided an additional advantage with lower minimum RAM and storage requirements as a purpose-built VDI/thin client OS, helping Koch Foods support more devices efficiently than would have been possible with a heavier general-purpose endpoint approach. Local support and hands-on collaboration further accelerated rollout and troubleshooting.

“You buy the device, you get the management,” added Mooney. “There’s no subscription, and you’re done... Plus, I can call them and get help right away. That responsiveness makes a huge difference.”

The Results.

Faster performance, lower costs, and simplified IT operations

By deploying 10ZiG, Koch Foods significantly improved user experience while reducing the burden on its lean IT team. Users saw immediate gains in speed and responsiveness, with business-critical applications launching quickly in a shared desktop environment that delivers a familiar Windows-like experience without the need for full Windows endpoints.

“It’s responsive, it’s fast and applications open instantly,” noted Mooney.

At the same time, IT operations became far more efficient. With fewer updates, simplified management, and no ongoing subscription licensing, the team reduced administrative overhead while extending the lifecycle of existing hardware. By incorporating RepurpOS, Koch Foods also preserved more recently purchased hardware, reduced replacements costs, and maintained a single user experience and management platform across repurposed devices, thin clients and zero clients. This allowed IT to shift focus from day-to-day maintenance to higher-value initiatives, while

also enabling the gradual replacement of traditional Windows devices with secure, easy-to-manage thin clients.

“I don’t have to babysit the environment every day,” comments Mooney. “And we can get another three to five years out of existing devices. That’s real ROI!”

Ultimately, the transition from IGEL to 10ZiG has positioned Koch Foods to modernize its endpoint strategy while maintaining the control and reliability critical to its operations.

“I’m really happy with the product and the partnership,” concluded Mooney. “They’ve been responsive, flexible, and committed to making this work for us, and our users are seeing the benefits every day.”



Reduced Costs



Improved Performance



Simplified IT Management

“We went from a situation where we were facing a major hardware refresh and rising subscription costs to a solution that’s simpler to manage, more cost-effective, and delivers a better experience for our users. With 10ZiG, we’ve been able to modernize our environment while keeping the control we need—and that’s been a big win for us.”

- Brian Mooney, Citrix Administrator, Koch Foods Inc.