

Browsium Catalyst Demo Script

This document provides a detailed demo script to enable you to effectively demonstrate Browsium Catalyst and highlight many of the key features. The demo includes showing example (fictional) corporate line-of-business applications working in certain browsers but not in others, and then being directed to the appropriate, compatible browser via a simple Browsium Catalyst configuration. The script includes comprehensive preparation instructions and demo steps to ensure the demo can be delivered in a consistent manner.

System Preparation

In order to effectively demonstrate Browsium Catalyst, the following system configurations are required:

- 1) A PC or virtual machine running Windows XP, IE6, Chrome, Firefox, Java 1.4, Catalyst Client, and Catalyst Configuration Manager.
- 2) A PC or virtual machine running Windows 7, IE8, Chrome, Firefox, Catalyst Client, and Catalyst Configuration Manager. This system also requires a custom ActiveX control to be manually installed.

All systems should run the latest Windows Service Packs and be completely patched via Windows Update. However, it's critical to hide the IE7 and IE8 updates in Windows Update on Windows XP so that it remains running IE6. Without this step, Windows Update will automatically upgrade IE6 to IE8 and the demo will not function properly. Install Java 1.4 update 19, the latest (and last) revision of Java 1.4 from this [link](#).

The Windows 7 system must run IE8, so the IE9+ updates in Windows Update must also be hidden. A common demo configuration runs on a single PC with the native Windows 7 system used for configuration #2 and a virtual machine (with Windows XP Mode or Oracle VirtualBox) for configuration #1. This demo will not function natively on Windows 8. However, Windows XP and Windows 7 virtual machines can be hosted by Windows 8.

The following browser configuration steps should also be performed as part of your initial demo setup. Note that only Internet Explorer and Chrome will be used in this demo script. Firefox can be substituted for Chrome in each step.

Windows XP (Configuration #1)

- Set the IE6 homepage to www.aggrid.com
- Set the Chrome homepage to www.google.com
- Visit www.youtube.com and sharepoint2010foundationdemo.apps4rent.info/SitePages/Home.aspx (shorted to <http://goo.gl/f7449>) in each browser to add them to your history. It is recommended that you create easily accessible favorites or bookmarks for them.

Windows 7 (Configuration #2)

- Set the IE8 homepage to www.bing.com
- Set the Chrome homepage to www.google.com
- Install and register MyActiveX.ocx from [Catalyst-demo-file.zip](#) by creating a 'c:\catalyst' folder and extracting the file to that location on your Windows 7 system. Then run an elevated command prompt and enter the command "regsvr32 c:\catalyst\myactivex.ocx" (without the quotes).
- Visit www.yourang.us, www.youtube.com, and marcorosella.com in each browser to add them to your history. It is recommended that you create easily accessible favorites or bookmarks for them.

Demo Goals

At a high level, the goals of this script are to:

- Familiarize potential customers with Catalyst
- Demonstrate the ease with which Catalyst can be used to manage a multi-browser enterprise
- Demonstrate the negligibly-low end-user impact
- Demonstrate a variety of common scenarios that Catalyst can address (second browser for modern apps, end user browser choice, HTML5 application dependencies)
- Address the most common technical questions received from customers

Additional Information

Additional resources are available to help you understand the flow of this demo. See this demo in action by watching the demo videos on our website at http://www.browsium.com/catalyst/demos_and_resources/.

Demo Script

Demo Steps	Context and Talking Points
Section 1: Legacy web apps still require IE6 on Windows XP	
Step 1.1: Open the Windows XP virtual machine to the desktop	<p>In this scenario, the demo will show a legacy web application working well in a legacy (IE6) browser. But then the browser will fail on modern applications and the Web, driving the need for IT to deploy and manage a second browser on each user's PC.</p> <p>Begin by explaining that we're running Windows XP with both IE6 and Chrome. Browsium Catalyst is also installed on this system, but it has not yet been configured, so it's running idly in the background.</p>
Step 1.2: Open IE6 on Windows XP to the www.aggrid.com homepage. (it's critical for this demo that aggrid is set as the homepage)	<p>Demonstrate that you're running IE6. Point out the lack of tabs and IE6-era UI, open 'help about' from the Menu to show the IE6 version box.</p> <p>Show how a site that was designed during the IE6 era works very well in IE6 today. This is Browsium's demo site, used to show how various browsers handle the typical web pages used for enterprise line-of-business applications. Aggrid is a fictional company whose employees use the Aggrid.com portal to get company information and access corporate line-of-business applications. Point out that the demo will highlight functionality that works in IE6 but will not work in any modern browsers.</p>
Step 1.3: Demonstrate that the site is working as expected	<p>Elements to highlight include:</p> <ol style="list-style-type: none">a) News ticker automatically advances through 5 stories.b) All links are aligned appropriately on the page.c) All section headers can be collapsed and expanded.
Step 1.4: Expand the Alerts section header to the timesheet is overdue	<p>Employees have been trained to use the Timesheets application under the HR menu to submit their timecards, but they occasionally need a reminder.</p>
Step 1.5: Visit the 'Timesheets' page under the HR menu	<p>When clicking the link on the menu, point out that the menu is the primary navigation tool for the site; most subpages are accessed through this menu. The menu opens automatically when you hover over the menu bar.</p>
Step 1.6: Demonstrate the Timesheets application working properly (with Java 1.4)	<p>The page will load the Timesheet application as a Java object; demonstrate that you can enter hours in a cell for a given day (the cell will change color depending on the # of hours entered). Clicking the 'submit' button will do nothing; it's just a sample control, but right now you're just showing how it looks in IE6.</p>

Step 1.7: Visit http://goo.gl/f7449	Now that you've shown how IE6 works for a legacy web application, it's time to visit a modern application. Go to the demo SharePoint site. Point out the display errors that demonstrate that IE6 cannot render SharePoint properly.
Step 1.8: Visit YouTube	Not only is IE6 not compatible with modern business applications like SharePoint, it's also not compatible with most sites on the Internet. Visit YouTube and point out all of the aspects of that website that are broken.
Section 2: Chrome works for modern apps	
Step 2.1: Close IE6 and open Chrome to the www.google.com homepage. Then visit www.youtube.com . Then visit http://goo.gl/f7449	Demonstrate how well Chrome works for modern applications. Visit google.com, YouTube and the demo SharePoint site and show how each site is fully functional.
Step 2.2: Visit www.aggrid.com using Chrome and demonstrate the ways that the page is now broken	<p>But Chrome is not able to handle a legacy IE6-dependent web application like Aggrid. Point out that neither would IE8 or IE9, which is why Browsium created Ion to remediate these legacy applications. But for this demo we're assuming IT is not yet ready to remediate Aggrid and needs it to continue to work in IE6.</p> <p>Elements to highlight include:</p> <ol style="list-style-type: none"> An 'Upgrade to IE6' tab has appeared in the upper right-hand corner of the page (the developer who wrote this site did not anticipate any browsers following IE6) All of the 'quick links' in the bottom right-hand corner are offset and overlapping other elements of the page None of the section headers will collapse or expand The news ticker is stuck and will not advance I can't see the Timesheet alert, but even if I could, the menus are visible but unusable; the menus disappear when you move the mouse down to click on a submenu item <p>The menu & quick links are victims of the modern browser layout engines and inconsistencies with how they deal with IE6-era design. The section headers & news tickers are victims of the updated JavaScript engine.</p>
Step 2.3: Assess the situation	We have a scenario that is very common in large enterprise. We have some apps that need to be opened in IE6. And we have other apps (and the entire Internet) which need to be opened in a modern browser like Chrome. This is what Catalyst is designed to do – ensure that the right browser opens the right website on every PC in the organization.
Section 3: Manage the environment with Catalyst	
Step 3.1: Close all open browser windows and open the Catalyst Configuration Manager	<p>It's time to build a Catalyst configuration to make sure IE6 and Chrome open the sites they're supposed to open, regardless of what end users try to do.</p> <p>It's important to note that the Catalyst Configuration Manager will only be used by the IT administrators within the organization responsible for creating configurations. Normal end users/employees will never see/use this tool and will not need to be trained in it. Typically the configuration is created by IT and then distributed to end user PCs via Group Policy. For this demo, we'll run the Configuration Manager and the client experience on one PC.</p>
Step 3.2: Create a new Project for the demo	<p>From the File Menu, choose 'New Project'. Show how simple the Catalyst UI is. Only a few settings to deal with – global settings, settings for each supported browser, and rules to determine specific behavior for specific sites (or zones or domains).</p> <p>Once you've created your project, it's time to add a Rule. This rule will be used to ensure that Aggrid always opens in IE6.</p>

Step 3.3: Create a Rule for Aggrid	<ol style="list-style-type: none"> 1) Select Rules in the Objects pane and click on 'Add Rule' from the Action pane on the right. 2) Name the rule 'Aggrid in IE'. 3) Select the Element dropdown and show the choices. We'll use 'Absolute URI' for this demo since we want to only target the Aggrid website with IE. 4) Set to the Rule to be active using the default "Enable" setting. 5) Select Operator, show the choices, and set it to 'Includes'. 6) Select Value and overwrite the sample text with "aggrid.com" 7) Leave the Starting Browser as "ANY" since we want to Rule to fire from any (supported) browser our users will launch. 8) Leave Starting Action as "Same page" so that our starting browser does not navigate to another page. 9) Set Target Browser to 'Microsoft Internet Explorer' since we always want Aggrid to open in Internet Explorer. 10) Set Target Action to New Window and Focus to Target Browser since we want a new window to open and that browser and window to be in focus.
Step 3.4: Set Chrome as the default browser	<p>Since we're using IE6 in our organization, we don't want Internet Explorer to be our default browser. We only want it to be used where it's needed (on the Aggrid application). So we'll set Chrome as the default on all client PCs.</p> <p>This is done from the Settings pane. Chose the Default Browser dropdown and select 'Google Chrome'. Leave all other settings at their default values.</p>
Step 3.5: Set the Block Other Requests setting to Enable for Internet Explorer in the Browsers pane	<p>Since we only want IE6 to be used for Aggrid, we need to make sure that our users don't stay in IE6 after we've put them there to access aggrid.com. We address this by setting the Block Other Request setting to Enable in the Browsers pane for Internet Explorer. We don't need to change this for Chrome since it's our default browser and we want most website and web application access to happen from Chrome.</p> <p>We also don't need to set it for Firefox since we'll allow our users to launch and use Firefox if they want, but it's not our default and it will never be used for Aggrid (since the Aggrid in IE Rule will ensure that IE6 is used).</p>
Step 3.6: Save local settings	<p>Before we can deploy our Catalyst configuration, we need to test it. We'll test it by choosing 'Save Local Settings' from the File menu. This will write the settings into the registry and restart the Catalyst Controller to read them. This simulates a Group Policy deployment as well as a user logging into their PC in the morning to read the new policies.</p>
Step 3.6: Relaunch IE6 to the www.aggrid.com homepage.	<p>Mention that it doesn't matter how the end user navigates to a web site: It could be a link on the desktop or in email, or they could type it in the address bar or in the start menu – it doesn't matter, Catalyst will capture the navigation and instruct the right browser to open the website regardless of how the user got there. In this way, the user just uses their browsers as they normally do, they don't have to do anything differently (or be trained in any way) and the right thing 'just happens.'</p>
Step 3.7: Visit the SharePoint demo site.	<p>Now navigate to http://goo.gl/f7449 either by typing it in the address bar (autocomplete will help) or by clicking on a Favorite. As soon as the URL is entered, Chrome will immediately open and take you to the SharePoint site where you show how the site works properly.</p>
Step 3.8: Visit some other sites in Chrome	<p>Navigate to YouTube to show how you can stay in Chrome once Catalyst put you there. Then try to visit Aggrid by typing in the www.aggrid.com URL or clicking on a bookmark. IE6 immediately opens to the Aggrid site and everything works as expected.</p>
Step 3.9: End this section and clean up.	<p>That shows how we easily solved the problem of ensure we used IE6 for the site that needed it, but Chrome (or Firefox) for everything else.</p>

	<p>Before leaving the XP demo system, close all browser windows and clear the settings for next time. Simply choose 'Clear Local Settings' from the File menu and wait a few seconds before closing the Catalyst Configuration Manager. There will be no notification that this process has completed. But it's very fast.</p>
<p>Section 4: End users install their own browser on Windows 7</p>	
<p>Step 4.1: Open the Windows 7 virtual machine to the desktop</p>	<p>In this scenario, the demo will show a modern environment with Windows 7 as the operating system and IE8 as the organization's standard browser, validated for internal line of business applications. While IE8 is reasonably new, many users prefer Chrome or Firefox at home and IT is unable to prevent them from installing the browser of their choice on their work PCs – even in a locked down environment. In this scenario the end user has installed Chrome.</p> <p>Begin by explaining that we're running Windows 7 with both IE8 and Chrome. Browsium Catalyst is also installed on this system, but it has not yet been configured, so it's running idly in the background.</p>
<p>Step 4.2: Open IE8 to the www.bing.com homepage</p>	<p>IE8 is a fairly modern browser and works with most Internet sites today. But that won't last long. Google has already declared IE8 as legacy and more sites will quickly follow suit.</p> <p>Optionally visit docs.google.com with your own Google ID to show the following warning banner at the top of the window when using IE8.</p>  <p><i>(If you don't have a Google ID or are not comfortable showing your Google docs screen in a customer demo, you may skip this step.)</i></p>
<p>Step 4.3: Visit www.yourang.us</p>	<p>For this demo, we'll visit another line of business application. This one is for a fictional cell phone company called YouRang. The YouRang application is a modern web application that looks and works great in IE8.</p>
<p>Step 4.4: Click on the Devices tab</p>	<p>YouRang's customer service reps often need to look up device information when a customer calls in for assistance. To look up a device, the customer provides an IMEI number for their phone and the rep enters it in the box.</p> <p style="text-align: center;">Enter any number in the box and press the Submit button</p> <p>Once the number is submitted, an ActiveX control is invoked to perform a query against a back end database on a remote server. The results are quickly displayed enabling the rep to help the customer with his/her problem.</p>
<p>Step 4.5: Close IE8 and open Chrome to the google.com homepage, then visit www.youtube.com</p>	<p>Since IT cannot stop end users from installing their own alternative browser, they also can't control which sites they visit with that browser. In this case I'm using Chrome as my second browser. It works great for Google.com and also for YouTube.</p>
<p>Step 4.6: Visit www.yourang.us</p>	<p>But what happens when the rep is using Chrome when a customer call comes in and uses the YouRang application in Chrome? The site looks good because it's a modern web application which Chrome handles very well.</p> <p style="text-align: center;">Click on the Devices tab</p> <p>Even the Devices form looks good. So we'll go ahead and use it.</p>

	<p>Enter any number in the box and press Submit button</p> <p>Once the number is submitted, the ActiveX control tries to load but we're presented with an error message because Chrome is not capable of running ActiveX. In this case we have a clear message that tells us what we need to do. But that's rarely the case and a more likely outcome is an obscure error message followed by a helpdesk call. We'd really like to avoid that, which is why Catalyst is critical to enterprise browser management.</p>
Section 5: The right browser for the right site with Catalyst	
Step 5.1: Close all open browser windows and open the Catalyst Configuration Manager	Once again we'll use Catalyst to ensure that Internet Explorer is always used to open applications that need it – in this case our ActiveX-dependent YouRang application.
Step 5.2: Create a new project	<p>Creating a Catalyst configuration for YouRang is simple. We'll first create a Rule to ensure that YouRang always opens in Internet Explorer.</p> <ol style="list-style-type: none"> 1) Select New Project from the File menu 2) Select Rules from the Objects pane and then click on 'Add Rule' from the Actions pane on the right. 3) Name the rule 'YouRang in IE'. 4) Select the Element dropdown. We'll use 'Absolute URI' for this demo since we want to only target the YouRang website with IE. 5) Select Operator and set it to 'Includes'. 6) Select Value and overwrite the sample text with 'yourang.us'. 7) Leave the Starting Browser as "ANY" since we want to Rule to fire from any (supported) browser our users will launch. 8) Set Target Browser to 'Internet Explorer' since we always want YouRang to open in Internet Explorer. 9) Set Target Action to New Tab and Focus to Target Browser since we want a new tab to open and that browser and tab to be in focus.
Step 5.3: Set Internet Explorer as the default browser	Since we're using IE8 in our organization and have decided it's our organization's standard, we want Internet Explorer to be our default browser. We will allow other browsers to be used, but IE8 is preferred by IT (at least today ... that will change as we bring in newer applications that don't work well in IE8). This is done from the Settings pane. Chose Default Browser and select 'Microsoft Internet Explorer'.
Step 5.4: Show the Browsers settings but don't change anything	Since we have Internet Explorer as our default but want to allow users to use other browsers when not using applications that require IE8 (and are covered by our Rules), we leave Block Other Requests at its default Disable setting for all browsers.
Step 5.5: Save local settings	Before we can deploy our Catalyst configuration, we need to test it. We'll test it by choosing 'Save Local Settings' from the File menu. This will write the settings into the registry and restart the Catalyst Controller to read them. This simulates a Group Policy deployment as well as a user logging into their PC in the morning to read the new policies. Do not close Catalyst Configuration Manager after this step, we'll need it again in the next section.
Step 5.6: Leave Catalyst Configuration Manager running in the background and open Chrome and visit www.youtube.com followed by www.yourang.us .	Now that Catalyst has put IT in control, our end user can use Chrome as he normally does, but as soon as he visits the YouRang application, IE8 immediately opens and properly handles the application. Open the Devices tab, enter an IMEI number, and show the ActiveX control working properly.
Section 6: HTML5 is too much for IE8	
Step 6.1: Introduction to HTML5	Although our YouRang application is somewhat modern, it's not as modern as the applications that are just starting to appear in the enterprise that use HTML5. HTML5 is the newest web application platform that is very powerful but also requires the newest browsers to render properly.

Step 6.2: Open Chrome and visit marcorosella.com	Until we have an HTML5 demo application to show, we'll just use a site on the web that happens to be built in HTML5 and won some CSS design awards. The site is MarcoRosella.com and what they do as a business is not as important to us as the design of the page. Click on the top navigation menu to show the beautiful design and functionality of the page as each subsequent page loads.
Step 6.3: Open IE8 and visit marcorosella.com	Now we'll try the same site in IE8. Doesn't look nearly as good. In fact all we get is blank warning message to tell us that we're on the right page but it's not going to work at all in IE8. So we clearly need to access this site (and any HTML5-based application) using a more modern browser like Chrome.
Step 6.3 Close all open browser windows and bring Catalyst Configuration Manager to the foreground (Launch it if it's not already open)	<p>Catalyst Configuration Manager should be open to the YouRang project we created in the last section. If it's not, choose Load Local Settings from the File menu to re-open that project. Now we're going to extend this project to handle MarcoRosella.com. We'll want it to always open in Chrome.</p> <ol style="list-style-type: none"> 1) Select Rules from the Objects pane and then click on 'Add Rule' from the Actions pane on the right. 2) Name the rule 'MarcoRosella in Chrome'. 3) Select the Element dropdown. We'll use 'Absolute URI' for this demo since we want to only target the MarcoRosella website with Chrome. 4) Select Operator and set it to 'Includes'. 5) Select Value and overwrite the sample text with 'marcorosella.com'. 6) Leave the Starting Browser as "ANY" since we want to Rule to fire from any (supported) browser our users will launch. 7) Set Target Browser to 'Google Chrome' since we always want MarcoRosella.com to open in Chrome. 8) Set Target Action to New Tab and Focus to Target Browser since we want a new tab to open and that browser and tab to be in focus. 9) Save Local Settings from the File menu
Step 6.4 Open IE8 to the www.bing.com homepage, then navigate to marcorosella.com	Once again Catalyst does what IT has instructed it to do, which, in this case, is to automatically open Chrome to the MarcoRosella.com website where everything looks and works great.
Section 7: Blocking certain websites (or containing zero-days)	
Step 7.1: Introduction to blocking	In addition to controlling which browser opens specific sites, Catalyst can be used to block access to certain sites. Catalyst can even be used to block access to the Internet with a certain browser in the case of a zero-day exploit, redirecting all traffic to another safe browser.
Step 7.1 Open Chrome and visit www.dropbox.com , then do the same in IE8	In this scenario we're going to first visit the Dropbox website and then use Catalyst to block access. We visit the Dropbox website in Chrome and also in IE8. It works as expected.
Step 7.2 Close all open browser windows and bring Catalyst Configuration Manager to the foreground (Launch it if it's not already open)	<p>Catalyst Configuration Manager should be open to the YouRang and MarcoRosella.com project we created in the last section. If it's not, choose Load Local Settings from the File menu to re-open that project. Now we'll configure a Rule to block Dropbox.</p> <ol style="list-style-type: none"> 1) Select Rules from the Objects pane and then click on 'Add Rule' from the Actions pane on the right. 2) Name the rule 'Block Dropbox'. 3) Select the Element dropdown and show the choices. We'll use 'Absolute URI' for this demo since we want to block the Drobox website. (We would chose Zone and set the value to 'Internet' if our goal was to mitigate a zero-day) 4) Select Operator and set it to 'Includes'.

	<ol style="list-style-type: none"> 5) Select Value and overwrite the sample text with 'dropbox.com'. 6) Leave the Starting Browser as "ANY" since we want to Rule to fire from any (supported) browser our users will launch. 7) Leave the Target Browser as 'NONE' since we want Dropbox blocked in all browsers. 8) Leave Starting Action, Target Action and Focus at their default values. 9) Save Local Settings from the File menu.
<p>Step 7.3 Open Chrome and visit www.dropbox.com, then do the same in IE8</p>	<p>Now we try to visit Dropbox in Chrome and nothing happens. We get the same result in IE8. So we've effectively blocked access to this website without the need for a corporate proxy and this setting works wherever we take this PC, even to a coffee shop or at home.</p> <p>We could have configured a custom message to users by setting Starting Action to 'Redirect' after editing that message to be more relevant to this scenario as part of our deployment. <i>(Optionally redo step 7.2 and 7.3 with Starting Action set to 'Redirect', but note that the built-in message does not reference blocking sites, only redirecting to alternative browsers. This message can be customized.)</i></p>
<p>Step 7.4: End the demo and clean up.</p>	<p>Before ending the demo, close all browser windows and clear the settings for next time. Simply choose 'Clear Local Settings' from the File menu and wait a few seconds before closing the Catalyst Configuration Manager. There will be no notification that this process has completed. But it's very fast.</p>