

Hosted Desktop UK Limited

Example of cost comparison for a traditional on-site set-up versus our Hosted Desktop solution for:

25 users in two offices

	Cost £	Year 1 £	Year 2 £	Year 3 £	Total £
TRADITIONAL DESKTOP					
Capital Expenditure					
MS Windows Small Business Servers (1)	22,781	7,594	7,594	7,594	22,781
Installation & setup of servers	6,000	2,000	2,000	2,000	6,000
Replacing old PC's (2) - cost per machine	666	5,328	5,328	5,328	15,984
Ongoing Costs					
Internet connection and line (3) - cost per month	1,130	13,560	13,560	13,560	40,680
Support costs - per month (4)	430	5,160	5,160	5,160	15,480
Electricity - Servers (5)	375	375	375	375	1,125
Total cost per annum		34,017	34,017	34,017	102,050
Total cost per user per annum		1,361	1,361	1,361	2,916

	Cost £	Year 1 £	Year 2 £	Year 3 £	Total £
HOSTED DESKTOP					
Capital Expenditure					
Replacing old PC's (6) - cost per machine	250	2,000	2,000	2,000	6,000
Setup charge	1,000	1,000	-	-	1,000
Ongoing Costs					
Hosted desktop licence:					
1-25 users @ £25 per month	625	7,500	7,500	7,500	22,500
25 MS Office Standard 2010 @ £10 per month (7)	250	3,000	3,000	3,000	9,000
25 MS Exchange 2010 Mailbox @ £5 per month (8)	125	1,500	1,500	1,500	4,500
Internet connection and line (9) - cost per month	380	4,560	4,560	4,560	13,680
Support costs	-	-	-	-	-
Electricity saving (10)	(484)	(484)	(967)	(1,451)	(2,902)
Total cost per annum		19,076	17,593	17,109	53,778
Total cost per user per annum		763	704	684	2,151

TOTAL COST SAVINGS PER ANNUM	14,940	16,424	16,907	48,272
	44%	48%	50%	47%
Total savings per user per annum	598	657	676	1,931

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Example of cost comparison for a traditional on-site set-up versus our Hosted Desktop solution for: 25 users split over 2 sites

Notes

- (1) Cost based on two Dell PowerEdge T310 Servers, plus 2 Servers for SQL and Terminal Services, software plus 8 backup drives and 25 Terminal Server Cals and all Microsoft licences (source Dell www.ecomm.euro.dell.com). Also included would be costs for two UPS and a rack to store the servers.
- (2) Estimate need to replace 8 PC's per annum (on basis of 3 year estimated useful life per machine). Cost is based on Dell OptiPlex 790 with Intel Core i3-2120 Processor, Windows 7 Pro, 4GB Memory, 250GB Hard drive and 3 year basic warranty, plus delivery charge (source Dell www.ecomm.euro.dell.com)
- (3) £190 per month for Bonded DSL internet line for each office plus £750 to link the two (source Eclipse www.eclipse.net.uk).
- (4) Support costs are calculated on a monthly basis at £45.00 per server plus £10.00 per user, provided by an external IT support company, and do not take into account any internal staff time and updating software.
- (5) Cost of electricity calculated on 4 servers using on average 200 watts per server for an average of 12 hours a day for 260 days a year, at a rate of 0.15p per kwh.
- (6) Estimate need to replace 8 PC's per annum, but replace with Thin Clients.
- (7) Microsoft Office Standard 2010 includes Word, Excel, Outlook and PowerPoint.
- (8) Microsoft Exchange Mailboxes come with 25GB per email address including sync calendars.
- (9) Bonded DSL line at £190 per month per office (source Eclipse www.eclipse.net.uk).
- (10) Electricity savings based upon replacing 8 PCs with Thin Clients per annum, and the savings thereon are based upon an average PCs using 455 kwh's per annum and Thin Clients using 52 kwh's per annum, at the rate of 0.15p per kwh.

Assumptions and other benefits

All prices are exclusive of VAT . Any inflationary prices increases have not been taken into account over the 3 years.

The hosted desktop charges are an allowable deduction from profit and therefore tax will be saved at the businesses effective rate of tax. Capital expenditure may not achieve 100% tax relief in the first year. These savings have not been taken into account.

No account has been taken for disaster recovery costs on the traditional desktop. Our hosted desktop solution includes backup, resilliance and replication.

Data prepared June 2012. All prices correct at time of preparing.