

**Hosted Desktop UK Limited**

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

**10 users in one office**

	Cost £	Year 1 £	Year 2 £	Year 3 £	Total £
<b>TRADITIONAL DESKTOP</b>					
<b>Capital Expenditure</b>					
MS Windows Small Business Servers (1)	11,703	3,901	3,901	3,901	11,703
Installation & setup of servers	4,000	1,333	1,333	1,333	4,000
Replacing old PC's (2) - cost per machine	666	1,998	1,998	1,998	5,994
<b>Ongoing Costs</b>					
Internet connection and line (3) - cost per month	190	2,280	2,280	2,280	6,840
Support costs - per month (4)	190	2,280	2,280	2,280	6,840
Electricity - Servers (5)	188	188	188	188	563
Total cost per annum		11,980	11,980	11,980	35,940
Total cost per user per annum		1,198	1,198	1,198	3,594

	Cost £	Year 1 £	Year 2 £	Year 3 £	Total £
<b>HOSTED DESKTOP</b>					
<b>Capital Expenditure</b>					
Replacing old PC's (6) - cost per machine	250	750	750	750	2,250
Setup charge	400	400	-	-	400
<b>Ongoing Costs</b>					
Hosted desktop licence:					
1-10 users @ £35 per month	350	4,200	4,200	4,200	12,600
10 MS Office Standard 2010 @ £10 per month (7)	100	1,200	1,200	1,200	3,600
10 MS Exchange 2010 Mailbox @ £5 per month (8)	50	600	600	600	1,800
Internet connection and line (9) - cost per month	190	2,280	2,280	2,280	6,840
Support costs	-	-	-	-	-
Electricity saving (10)	(181)	(181)	(363)	(544)	(1,088)
Total cost per annum		9,249	8,667	8,486	26,402
Total cost per user per annum		925	867	849	2,640

<b>TOTAL COST SAVINGS PER ANNUM</b>	<b>2,731</b>	<b>3,313</b>	<b>3,494</b>	<b>9,538</b>
	<b>23%</b>	<b>28%</b>	<b>29%</b>	<b>27%</b>
<b>Total savings per user per annum</b>	<b>273</b>	<b>331</b>	<b>349</b>	<b>954</b>

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### Example of cost comparison for a traditional on-site set-up versus our Hosted Desktop solution for: 10 users working in one office

#### Notes

(1) Cost based on one Dell PowerEdge T310 Servers, plus one Server for SQL and Terminal Services, software plus four backup drives and 10 Terminal Server Cals and all Microsoft licences (source Dell [www.ecomm.euro.dell.com](http://www.ecomm.euro.dell.com)).

Also included would be costs of a UPS and a rack to store the servers.

(2) Estimate need to replace 3 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](http://www.ecomm.euro.dell.com))

(3) £190 per month for Bonded DSL internet line (source Eclipse [www.eclipse.net.uk](http://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 2 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 3 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 (source Eclipse [www.eclipse.net.uk](http://www.eclipse.net.uk)).

(10) Electricity savings based upon replacing 3 PC's with Thin Clients per annum, and the savings thereon are based upon an average PC using 455 kwh's per annum and Thin Client 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, resiliance and replication.

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