

## Managed Computing Environment

TCO means Total Cost of Ownership. To us, TCO means Total Cost of Operation. Do you really want to deal with the hassles and expense of owning computer equipment, or do you just want the computing power to get work done? We provide you with a computing solution, minus the hassles associated with owning, managing, maintaining, supporting, and upgrading computing hardware.

<b>Categories</b>	<b>PC TCO - Desktop PC Hardware</b>	<b>MCE TCO - Desktop/Client Hardware</b>
Desk Space	6.2 sq. ft.	2.6 sq. ft.
Typical Warranty	1 year	3 years
Moving Parts (points of failure)	Cooling Fans, Hard Drive	No moving parts
Software Compatibility	Windows applications	MCE system provides windows application compatibility
Power Failure Vulnerability	Data loss and/or possible data corruption = rework/down time	MCE session is unaffected by disconnection
UPS for power protection	\$150 purchase, \$75 battery replacement every year	None required. MCE session exists on protected server
Physical Security	Theft/damage = security breach, data loss, max down time	Theft/damage = no data loss, minimal to no down time
Network Security	Network traffic not secured (vulnerable)	Network traffic secured with RDP (128 bit encryption)
Data Backup/Safeguard	Backup media costs, labor time, staff training	Automated off-site data backup included with MCE
Accessibility	Only the office it is in. No flexibility. Limited productivity.	From office/road/home. Flexibility = Higher Productivity
Hardware Purchase Price	\$999 fixed asset	\$300 purchase
Virus Vulnerability (yearly)	\$50 - Extra software & subscription fees	Thin clients cannot become infected
Energy Costs / Year	~ \$800/year	~ \$100/year
Upgrades/Maintenance (yearly)	\$200 - Regular hardware/software upgrades, maintenance	Upgrades/maintenance included in service agreement
IT/Support Costs (yearly)	\$300 - \$2500	Support included in service agreement
Employee Salary	\$20 / hour	\$20 / hour
Down Time	2% - 8% lost productivity (crashes, lockups, virus attacks...)	0.1% - 1% lost productivity (possible system down time)
Employee Losses (yearly)	\$3072 (8% lost productivity @ 40 hrs / week, \$20 / hour)	\$384 (1% lost productivity @ \$20 / hour)
Useful Life	3 Years	Client equipment needs no upgrades
<b>Year 1 (purchase year)</b>	\$7,771	\$784
<b>Year 2</b>	\$6,697	\$484
<b>Year 3</b>	\$6,697	\$484
<b>Year 4 (replacement year)</b>	\$7,621	\$484
<b>Year 5</b>	\$6,697	\$484
<b>Total Costs:</b>	<b>\$35,483</b>	<b>\$2,720</b>

**Total Burden:**                      Difficult to own. Low flexibility. Standard productivity.                      Easy to own. High flexibility. High productivity.

These figures are worst case cost scenarios for both solution sets. However, figures for the PC do not reflect what they could be if indirect IT staff wages and training costs were included. The MCE solution is clearly the more convenient, economical, and accessible solution.