Hosted Desktop UK Limited

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

20 users in one office

	Cost £	Year 1 £	Year 2 £	Year 3 £	Total £
TRADITIONAL DESKTOP					
Capital Expenditure					
MS Windows Small Business Servers (1)	11,953	3,984	3,984	3,984	11,953
Installation & setup of servers	4,000	1,333	1,333	1,333	4,000
Replacing old PC's (2) - cost per machine	666	3,996	3,996	3,996	11,988
Ongoing Costs					
Internet connection and line (3) - cost per month	190	2,280	2,280	2,280	6,840
Support costs - per month (4)	290	3,480	3,480	3,480	10,440
Electricity - Servers (5)	188	188	188	188	563
Total cost per annum		15,261	15,261	15,261	45,784
Total cost per user per annum		763	763	763	2,289

	Cost £	Year 1 £	Year 2 £	Year 3 £	Total £
HOSTED DESKTOP					
Capital Expenditure					
Replacing old PC's (6) - cost per machine	250	1,500	1,500	1,500	4,500
Setup charge	800	800	-	-	800
Ongoing Costs					
Hosted desktop licence:					
1-20 users @ £25.00 per month	500	6,000	6,000	6,000	18,000
20 MS Office Standard 2010 @ £10 per month (7)	200	2,400	2,400	2,400	7,200
20 MS Exchange 2010 Mailbox @ £5 per month (8)	100	1,200	1,200	1,200	3,600
Internet connection and line (9) - cost per month	190	2,280	2,280	2,280	6,840
Support costs	-	-	-	-	-
Electricity saving (10)	(363)	(363)	(725)	(1,088)	(2,176)
Total cost per annum		13,817	12,655	12,292	38,764
Total cost per user per annum		691	633	615	1,938

		Year 1	Year 2	Year 3	Total
TOTAL COST SAVINGS PER ANNUM		1,444	2,607	2,969	7,020
		9%	17%	19%	15%
Total savings per user per annum		72	130	148	351

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

20 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 20 Terminal Server Cals and all Microsoft licences (source Dell 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 6 PC's per annum (on basis of 3 year estimated useful life per machine). Cost is based on Dell
OptiPlex 790 with Intel Core 13-2120 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 (source Eclispose 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 6 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).

(10) Electricity savings based upon replacing 6 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, resilliance and replication.

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