

**Hosted Desktop UK Limited**

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

**35 users in two offices**

	Cost £	Year 1 £	Year 2 £	Year 3 £	Total £
<b>TRADITIONAL DESKTOP</b>					
<b>Capital Expenditure</b>					
MS Windows Small Business Servers (1)	23,031	7,677	7,677	7,677	23,031
Installation & setup of servers	6,000	2,000	2,000	2,000	6,000
Replacing old PC's (2) - cost per machine	666	7,992	7,992	7,992	23,976
<b>Ongoing Costs</b>					
Internet connection and line (3) - cost per month	1,130	13,560	13,560	13,560	40,680
Support costs - per month (4)	530	6,360	6,360	6,360	19,080
Electricity - Servers (5)	375	375	375	375	1,125
Total cost per annum		37,964	37,964	37,964	113,892
Total cost per user per annum		1,085	1,085	1,085	3,254

	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	3,000	3,000	3,000	9,000
Setup charge	980	980	-	-	980
<b>Ongoing Costs</b>					
Hosted desktop licence:					
1-35 users @ £25 per month	875	10,500	10,500	10,500	31,500
35 MS Office Standard 2010 @ £10 per month (7)	350	4,200	4,200	4,200	12,600
35 MS Exchange 2010 Mailbox @ £5 per month (8)	175	2,100	2,100	2,100	6,300
Internet connection and line (9) - cost per month	380	4,560	4,560	4,560	13,680
Support costs	-	-	-	-	-
Electricity saving (10)	(725)	(725)	(1,451)	(2,176)	(4,352)
Total cost per annum		24,615	22,909	22,184	69,708
Total cost per user per annum		703	655	634	1,992

<b>TOTAL COST SAVINGS PER ANNUM</b>	<b>13,349</b>	<b>15,055</b>	<b>15,780</b>	<b>44,184</b>
	<b>35%</b>	<b>40%</b>	<b>42%</b>	<b>39%</b>
<b>Total savings per user per annum</b>	<b>381</b>	<b>430</b>	<b>451</b>	<b>1,262</b>

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**Example of cost comparison for a traditional on-site set-up versus our Hosted Desktop solution for:  
35 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 35 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 for two UPS and a rack to store the servers.

(2) Estimate need to replace 12 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 for each office plus £750 to link the two (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 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 12 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](http://www.eclipse.net.uk)).

(10) Electricity savings based upon replacing 12 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.