



Delivering savings without sacrifice

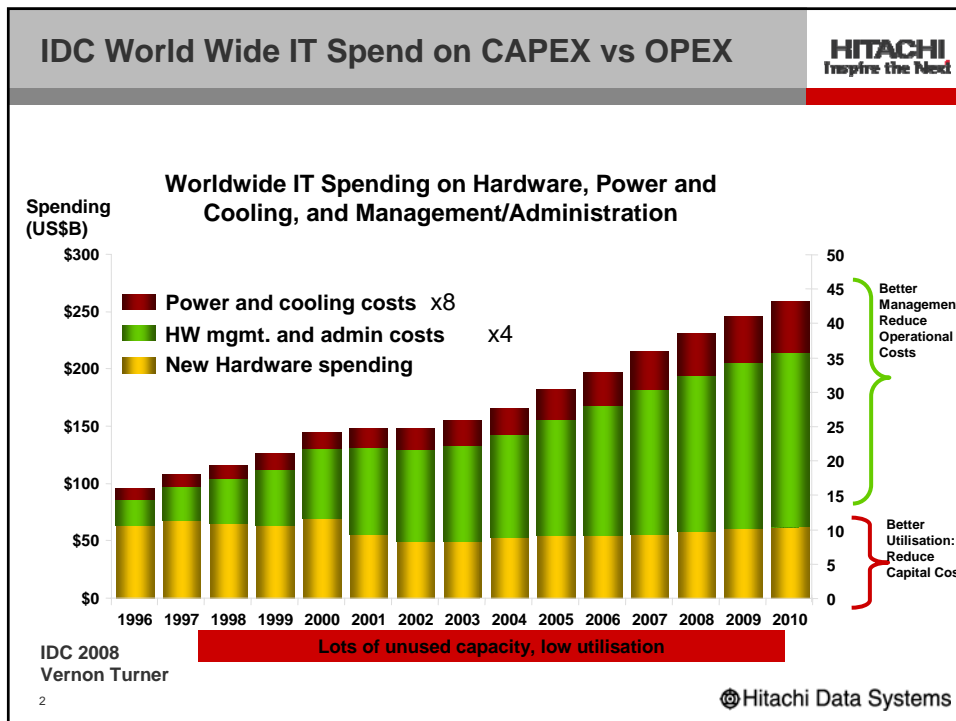
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An Economic Opportunity Data Point...



Cost reductions options do exist in your storage infrastructure!

For every 12TB of installed and usable disk capacity....




...there is a *net* \$1M OPEX reduction potential!




- Waste Reduction ~25%
- Outage time reduce ~20%
- Mgmt Labor Effort ~15%
- Maintenance Fees ~15%
- Environmental ~ 10%
- Misc Ops Efficiency ~5%
- Other ~ 10%

*Of course, "your results may vary".
Net payback typically realised in 3 years.




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Customer Scenario



Customer requested that the Financial Analysis be based on only 4 key areas that their finance department tracked. Savings are still substantial.

Financial Metric	Questions	Quantifiable Results
Investment	<i>CFO Litmus Test #1:</i> How much net investment is required to lower operating expenses (OPEX)?	\$293,000 (Total 4-year investment)
	<i>CFO Litmus Test #2:</i> How fast could the investment be recovered with a lower OPEX run-rate?	16 months after implementation (Payback Period)
Savings	<i>CFO Litmus Test #3:</i> How much net savings could be realised with this investment?	\$636,101 (Total 4-year savings) \$496,462 (Net Present Value or NPV)
	Where are the Savings?	Labour, Migrate \$181,502 CAPEX, Avoid \$258,394 Environmental \$60,205 Maintenance Fees \$136,000
Return on Investment (ROI)	What is the estimated return on investment?	117% ROI (Savings /# of years / Investment)



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Thank You

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