



Cost Comparison between Inhouse Exchange Server 2007 and Hosted Exchange 2007

(Based on 2-Servers, 150 Users and 5 Year Period)

| Item Description | Quantity | Unit Cost | Total Cost | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|--|----------|------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------------|
| Hardware/Software and Installation | | | | | | | | |
| Server Hardware | 2 | \$5,000.00 | \$10,000.00 | \$2,000.00 | \$2,000.00 | \$2,000.00 | \$2,000.00 | \$2,000.00 |
| Windows Server License | 2 | \$699.00 | \$1,398.00 | \$279.60 | \$279.60 | \$279.60 | \$279.60 | \$279.60 |
| Windows Server Cals | 150 | \$40.00 | \$6,000.00 | \$1,200.00 | \$1,200.00 | \$1,200.00 | \$1,200.00 | \$1,200.00 |
| Exchange Server 2007 | 2 | \$699.00 | \$1,398.00 | \$279.60 | \$279.60 | \$279.60 | \$279.60 | \$279.60 |
| Exchange Server 2007 Cals | 150 | \$67.00 | \$10,050.00 | \$2,010.00 | \$2,010.00 | \$2,010.00 | \$2,010.00 | \$2,010.00 |
| Installation Cost (Hardware & Software) | 20 | \$125.00 | \$2,500.00 | \$500.00 | \$500.00 | \$500.00 | \$500.00 | \$500.00 |
| Install Config Outlook (1/2 Hr Per User) | 75 | \$125.00 | \$9,375.00 | \$1,875.00 | \$1,875.00 | \$1,875.00 | \$1,875.00 | \$1,875.00 |
| Install Active Sync (25%) | 37.5 | \$125.00 | \$4,687.50 | \$937.50 | \$937.50 | \$937.50 | \$937.50 | \$937.50 |
| Hosted Spam & Virus Email Filtering | 150 | \$3.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 |
| Microsoft Software Assurance Program (25%) | 1 | \$4,711.50 | \$4,711.50 | \$4,711.50 | \$4,711.50 | \$4,711.50 | \$4,711.50 | \$4,711.50 |
| SSL Security Certificate | 1 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 |
| Administrative and Management Costs | | | | | | | | |
| Administrative Tasks (15 Hours Per Week) | 780 | \$35.00 | \$27,300.00 | \$27,300.00 | \$27,300.00 | \$27,300.00 | \$27,300.00 | \$27,300.00 |
| Data Storage Costs (Per Year) | 1 | \$208.00 | \$208.00 | \$208.00 | \$208.00 | \$208.00 | \$208.00 | \$208.00 |
| Offsite Data Backup (400 GB Size \$400.00 / Mo.) | 1 | \$4,800.00 | \$4,800.00 | \$4,800.00 | \$4,800.00 | \$4,800.00 | \$4,800.00 | \$4,800.00 |
| Scheduled Downtime (2 Hrs Per Month) | 24 | \$125.00 | \$3,000.00 | \$3,000.00 | \$3,000.00 | \$3,000.00 | \$3,000.00 | \$3,000.00 |
| UnScheduled Downtime (2 Hours Per Month) | 24 | \$125.00 | \$3,000.00 | \$3,000.00 | \$3,000.00 | \$3,000.00 | \$3,000.00 | \$3,000.00 |
| Training Costs | | | | | | | | |
| Administrators (2 Admins) | 40 | \$125.00 | \$5,000.00 | \$1,000.00 | \$1,000.00 | \$1,000.00 | \$1,000.00 | \$1,000.00 |
| Help Desk (1 Person) | 18 | \$125.00 | \$2,250.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 |
| End Users (150) | 20 | \$125.00 | \$2,500.00 | \$500.00 | \$500.00 | \$500.00 | \$500.00 | \$500.00 |
| Cost Totals | | | \$17,512.50 | \$98,878.00 | \$54,751.20 | \$54,751.20 | \$54,751.20 | \$54,751.20 |
| Total Cost of Ownership (TCO) Per User for Inhouse Exchange 2007 Costs (Including Spam & Virus Email Filtering) | | | | \$365.01 | \$365.01 | \$365.01 | \$365.01 | \$365.01 |
| Hosted Exchange 2007 Costs Per User (Including Spam Email & Virus Filtering) | | 12 | \$14.95 | \$179.40 | \$179.40 | \$179.40 | \$179.40 | \$179.40 |
| Hosted Exchange Savings per User | | | | \$185.61 | \$185.61 | \$185.61 | \$185.61 | \$185.61 |
| Total Savings for 150 Users Per Year | | | | \$27,841.20 | \$27,841.20 | \$27,841.20 | \$27,841.20 | \$27,841.20 |
| Total Savings over 5 Year Period | | | | | | | | \$139,206.00 |

* This spreadsheet was put together using the "Total Cost of Ownership (TCO) of Microsoft Exchange Server 2007" report conducted by Radicati Group, Inc. in early 2008 as a guide.