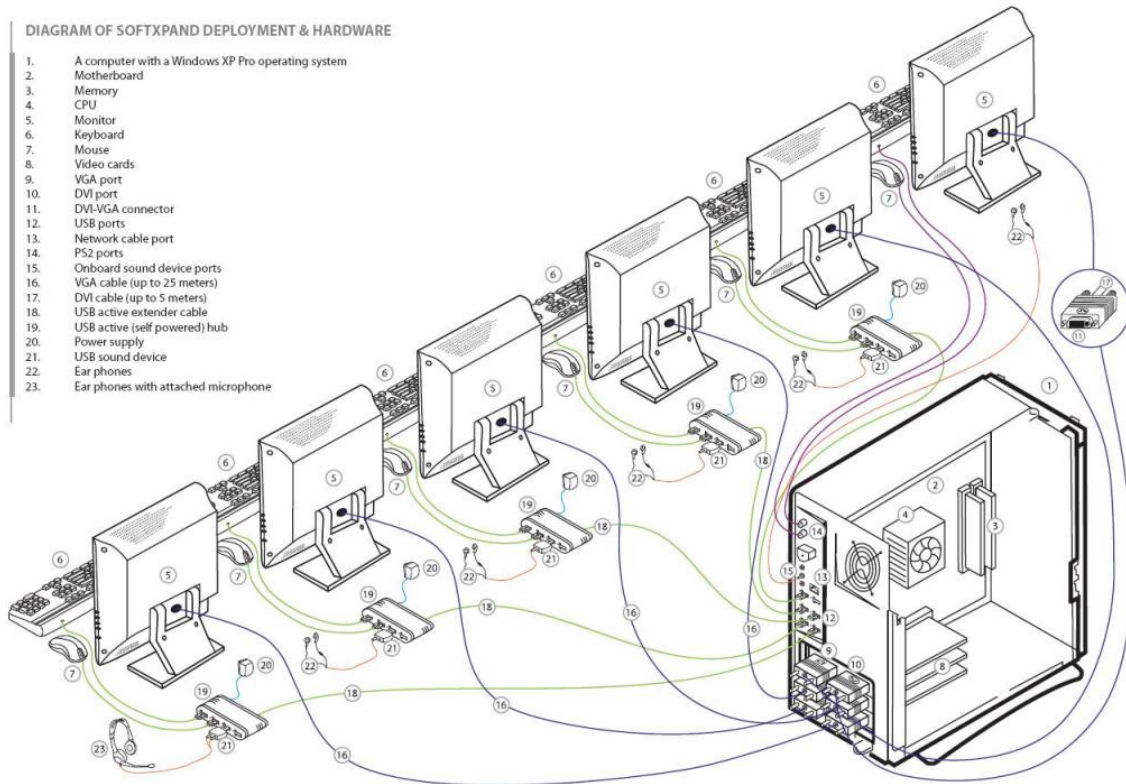


SoftXpand Total Cost of Ownership (TCO) Reduction

On setting up workstations in small offices, schools

Cyber cafes, colleges, BPOs On a windows XP platform



This is an example of TCO reduction one can achieve with a *SoftXpand* cluster with 6 workstations.

TCO includes the following components:

1. Initial hardware cost Initial Hardware cost
2. Onsite PC warranty and service
3. PC maintenance
4. PC installation and configuration (initial set-up)
5. PC insurance
6. Electricity costs
7. UPS
8. Spare parts
9. Third party software purchase¹
10. Software deployment (ongoing)
11. Active network ports



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Comparison chart

<u>TCO Components</u>	<u>Cost with standard PC for 6 PC</u>	<u>Cost of SofXpand</u>	<u>Cost of Reduction</u>
Initial Hardware cost	<p>Example 1:</p> <p>If New PC= Ksh 45,000</p> <ul style="list-style-type: none"> • Dell • Hp • Clone <p>Total 6 PCs = 270,000/-</p>	<p>1 PC = Ksh 45,000/-</p> <p>3 video cards = Ksh 15,000/-</p> <p>6 USB hub = Ksh 1,000/-</p> <p>Cables = Ksh 1,000/-</p> <p>Mouse & key board= 5,000/-</p> <p>SoftXpand licenses= Ksh 49,000/-</p> <p>Monitors = Ksh 60,000/-</p> <p>Total= 156,000/-</p>	Ksh 94,000
Initial Hardware cost	<p>Example 2:</p> <p>If New PC= Ksh 60,000</p> <p>Total 6 PCs = Ksh 360,000</p>	<p>1 PC= 60,000</p> <p>3 video cards = Ksh 15,000/-</p> <p>6 USB hub = 1000/-</p> <p>Cables = 1000/-</p> <p>Mouse & key board= 5000</p> <p>SoftXpand licenses= 49,000/-</p> <p>Monitors 60,000/-</p> <p>Total = 191,000</p>	KSh 169,000
Yearly Maintenance	<p>for 1 PC = Ksh 4,000</p> <p>Total for 3 years (6 PCs)= ksh 72 ,000</p>	<p>1 PC with 6 SoftXpand workstations = 4,000/-</p> <p>For 3 years = ksh 12,000/-</p>	Ksh 60,000
Software Costs	<p>1 Anti- virus = 2000/- (* 6 pcs)</p> <p>Windows XP = 12,000/- (* 6pcs)</p>	<p>You will need to install on only one Pc e.g Anti virus, Operating System</p>	<p>Savings on Anti-virus = 10,000/-</p> <p>Savings on OS is Ksh 60,000/- Alone</p>
UPS	<p>Each Pc will Require a UPS Ksh = 18,000/-</p>	<p>You will only require one Ups Ksh 3,000/-</p>	
Total Savings for 6 users	<p>270,000 + 72,000 + 18,000 + 12,000+ 72,000 = 444,000/-</p>	<p>160,000 + 12,000 + 2,000 + 12,000+ 3,000 = 189,000/-</p>	250,000/-

Active Network Ports	You will require 6 active network Ports	You will require only one network port
Software Deployment	Each Software must be deployed per machine	You will only deploy one Software
Spare Parts	You will need these per PC	You will replace once for 6 users
Electricity Consumption		
PC lockers	6 * 2500 vs 2500 * 1	

End User Benefits

- Cost effective:** Reduce your Total Cost of Ownership by at least 60%. Instead of buying many computers, you need only connect multiple monitors, keyboards and mice to your existing computer.
- Maintenance Time:** Instead of maintaining many computers, with *SoftXpand*, you only need to maintain the host computer. This is important in schools, for example, where IT staff is usually few in numbers. Also, initialization of the computer system and any upgrading of hardware will take less time.
- Green friendly:** Reduce electricity consumption by approximately 80%, by sharing 1 PC's power supply with all the workstations. Save on hardware waste: use and dispose of only 1 PC and all its electronic components instead of up to 8 PC. Save on air conditioning energy consumption.
- Console Viewer:** Employers are able to monitor employees' work without disturbing them.
- Incorporated interactive student-teacher system *ClassXpand*:** The teacher may at any time show his screen on the students' screens and the students may interact with it. The teacher may also view and control the students' screens.
- Run any type of application:** Legacy, 3D games and design applications.
- Flexible:** Temporary workstations can easily be added at any time according to your needs. Devices, such as printers, cameras, USB flash drives, may also easily be added or taken away.
- Sound in and out:** Users can use Voice Over IP, such as Skype, and more.
- Remote access:** Teachers and businessmen may remotely access their workstations from their homes or on a business trip.
- Third party software purchase:** You must check the software EULA for the number of licenses you are required to purchase.
- Hardware Network savings:** *SoftXpand* lowers the number of clusters thus reducing the number of computers that need to be connected to a network and the amount of routers & ports to implement.
- Logistics:** Much less hardware to be transported and to less space taken up.