

TCO Study: Cost of using a UNIX portable versus a UNIX desktop for software demonstration

Using a UNIX server or workstation for software demonstration is essential for software companies who want to demonstrate their products on the powerful and business-critical UNIX platform. With Tadpole-RDI's latest UNIX portable server and workstation products, there is now no compromise in performance, in addition to all the advantages of a portable system.

A key benefit of a portable UNIX system over a desktop is the Total Cost of Ownership for users who need or want to be mobile.

Graph Example 1

- Seven demonstrations per month
- Average cost of \$134 per customer demonstration for freight costs
- Based on published list price of systems costed over 36 months

Additional costs incurred with a desktop not included in this graph

- Set up time (the UNIX portables have removable hard disks, so set up can take seconds not hours)
- Lost opportunity costs while the system is out of use when in transit
- Additional desktop units required to achieve greater than seven demos per month
- Wear and tear on systems not designed for portability and on SEs not designed to carry 75 lbs of equipment
- Lab and staff to set up and reload static desktops

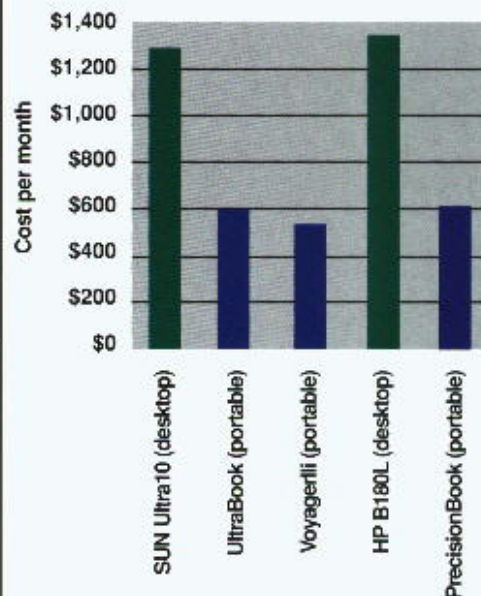
Graph Example 2

- 14 demonstrations per month
- Average cost of \$134 per customer demonstration for freight costs
- Based on published list price of systems costed over 36 months
- Assumes three-day turnaround for desktop systems freighted to customer destination and freighted back to lab for re-setup for next demo – twice as many desktops as portables required to fulfill demonstration schedule
i.e. $(14 \text{ demos} \times 3 \text{ days}) / 20$, assuming 20 working days per month
= two desktops required versus only one portable

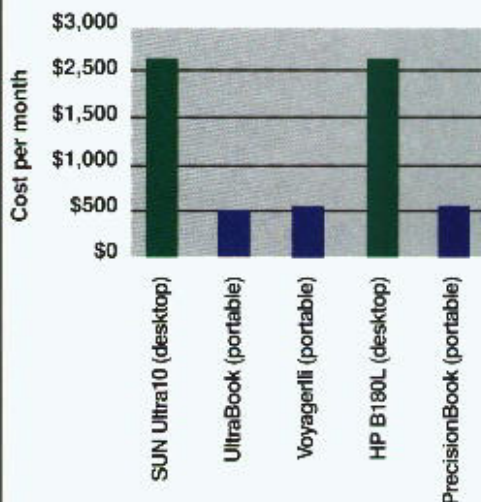
Details on these graphs can be found by visiting
<http://www.tadpolderdi.com/tco>

Contact us to help you calculate the significant cost and productivity benefits your business can obtain at 1-800-734-5483 in the US or +44 (0) 1223 278200 in Europe.

Graph 1: Monthly Cost of Ownership
Seven demos per month



Graph 2: Monthly Cost of Ownership
14 demos per month



TADPOLE RDI

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