

## ThinManager Total Cost of Ownership and Return on Investment

The Gartner Group concluded the Total Cost of Ownership (TCO) benefit of Thin Client terminals over standard PCs is about 32 percent. The Gartner Group found much of this savings comes from the fact PCs typically are not locked down (i.e. the users can install their own software), are not managed (i.e. tools for software distribution, remote control, inventory) and are not maintained through an active asset management process. Since ThinManager® supplies management tools superior to any other Thin Client deployment, we have calculated that ThinManager installations offer an even quicker return on investment, with a possible payback period of three months or less.

## Configuration and Management Quotient

The biggest way you'll realize your return on investment with ACP is what we call your Configuration and Management Quotient (CMQ). Every network needs to be configured and maintained. The amount of time your staff spends on configuration or management is what we call the CMQ. A low CMQ equates to a device that is extremely easy to support from within an IT environment while a high CMQ equates to a device that is extremely hard to support.

From the very beginning, ACP recognized that Configuration and Management of Windows®-based terminals would become a critical component of large-scale Thin Client deployment. This is why we designed ThinManager's features to provide the lowest possible CMQ rather than creating nifty features with a potential to wow technical people (not that our features don't). All together, ThinManager's features provide the benefit of the lowest possible operating cost of any networked computing solution and the quickest possible return on investment period.

When comparing Windows workstation PCs (with full-blown operating systems and local applications installed) to ThinManager, they simply aren't in the same league on CMQ. With large-scale ThinManager installations the differences in product CMQs become an exponentially increasing issue. Because ThinManager solves problems centrally, each point the CMQ decreases is magnified by the size of the rollout and every point of savings is of greater importance. This is how your ThinManager installation will create a real return on investment over every other solution possible. Just give our sales staff a call and we'll run the numbers so you can see the savings for yourself. IP camera support makes it easy to define and deploy. ThinManager expands the horizon with minimal investment of time and money.

	Low ROI	Typical	High ROI	Your Case	
PC maintenance cost/year	\$3,000	\$6,500	\$10,000		A
Thin Client % savings	25%	35%	50%		B
Savings/year	\$750	\$2,275	\$5,000		C=A±B
Savings/month	\$62.50	\$189.58	\$416.67		D=C/12
Cost of ThinManager seat	\$499	\$376	\$50		E
Cost of Thin Client hardware	\$699	\$699	\$480		F
Total cost of each Thin Client	\$1198	\$1075	\$530		G=E+F
Months to Payback	19	6	1.3		H=G/D

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