ThinManager

ThinManager ROI

Return on Investment

ACP

www.thinmanager.com

Purpose of this session

- Highlight how customers commonly leverage ThinManager to $ave money, increase production, and reduce risk
- Show how to use ACP's free ROI Calculator with a real customer example
  - *Download calculator at: www.thinmanager.com/roi*
- Answer questions

2009 DOE Report

Energy consumption audit of computing resources at seven DOE sites:

"None of the sites reviewed had taken advantage of opportunities to reduce energy consumption, enhance cyber security, and reduce costs available through the use of techniques, such as 'thin-client computing'"

"...had the Department transitioned to this technology and replaced more than 10,300 desktops at the seven sites visited, energy savings of more than $195,000 annually could have been realized."

2009 DOE Report

- Over 5 years DOE could have saved:
  - $6.0 million in HW acquisition
  - $8.8 million in support services

Site[1]	Power Management Savings	Thin-Client Savings			Total
		Energy	Acquisition	Support	
NETL	$42,383	$944	$150,226	$86,700	$280,253
ORNL	$407,053	$5,011	$255,982	$364,933	$1,032,979
SNL	$614,815	$5,188	$420,168	$490,450	$1,530,621
Y-12	$252,364	$3,057	$235,547	$294,808	$785,776
NNSA Service Center	$41,370	$126	$7,617	$11,900	$61,013
Headquarters	$95,432	$15,409	$128,240	$495,125	$734,206
ORO	$110,360	$222	$8,425	$9,775	$128,782
Annual Savings	**$1,563,777**	**$29,957**	**$1,206,205**	**$1,753,691**	**$4,553,630**
Five-Year Savings	**$7,818,885**	**$149,785**	**$6,031,025**	**$8,768,455**	**$22,768,150**

** Reflects only potential savings at a limited number of sites. We were unable to calculate Department-wide savings.*

June 2006 Gartner Research study

TCO Comparison of PCs with Server-Based Computing – thin client TCO annual savings have been measured as high as:

- 16% capital cost savings
- 19% less to operate
- 79% less downtime cost per user
- 34% less in maintenance
- 48% overall lower total cost

Gartner

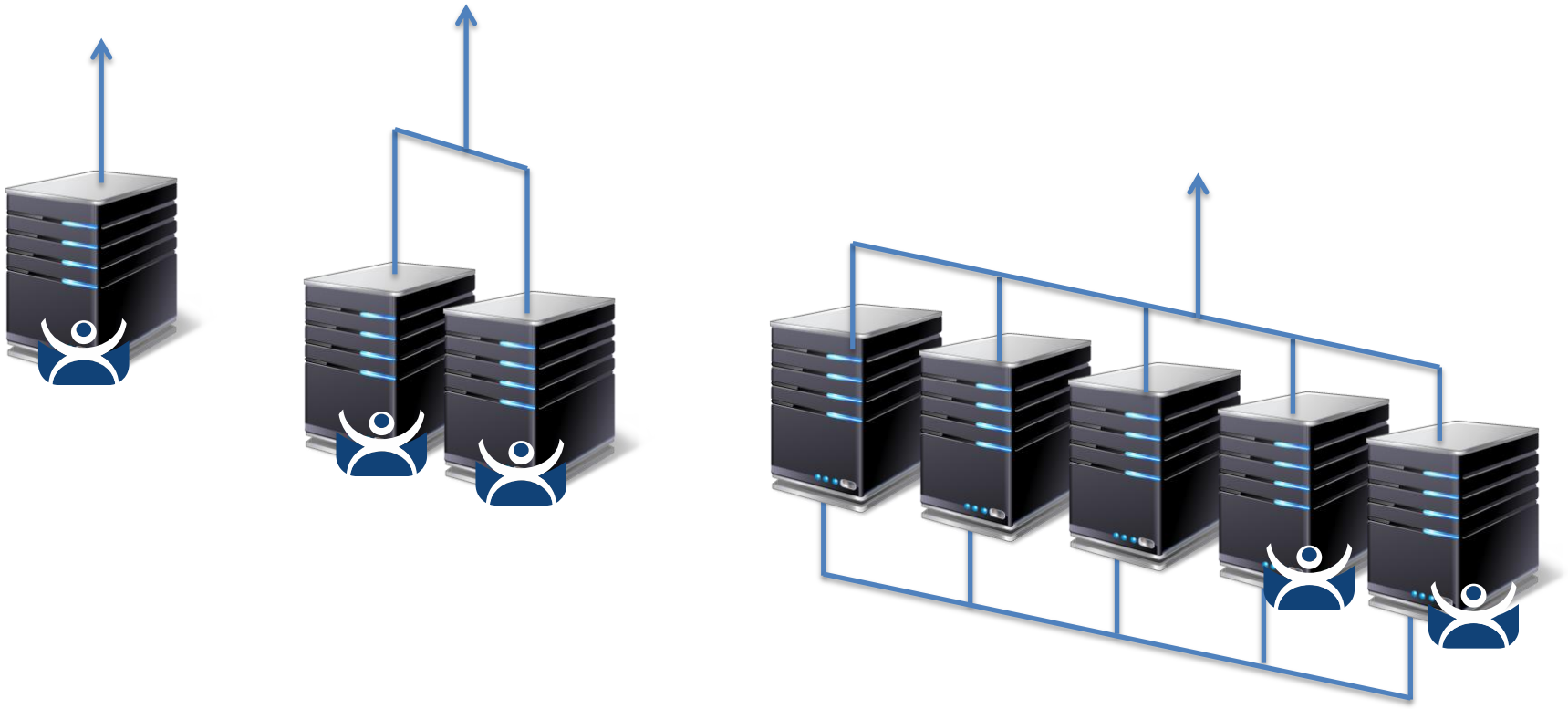
ROI Categories

1) Capital Investments
2) Preparation Expenses
3) Operating Expenses*
4) Refresh Expenses

**Typically the highest savings category.*

1) CAPITAL INVESTMENTS

- Server Hardware



1) CAPITAL INVESTMENTS

- Server Licensing

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1) CAPITAL INVESTMENTS

- Client Hardware

Office-grade

Industrial-grade

Multi-monitor

1) CAPITAL INVESTMENTS

- Client Licensing

Remote Desktop Services CAL

(TS CAL)

2) PREPARATION EXPENSES

- Installation & Setup

2 servers

vs

30 PCs

2) PREPARATION EXPENSES

- Deployment

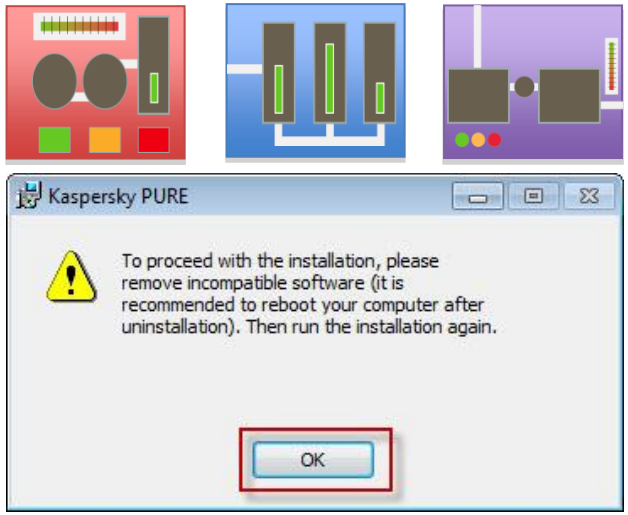
Field installation + Field Setup

VS

Field Installation + Remote Setup

2) PREPARATION EXPENSES

- Incompatibility mitigation



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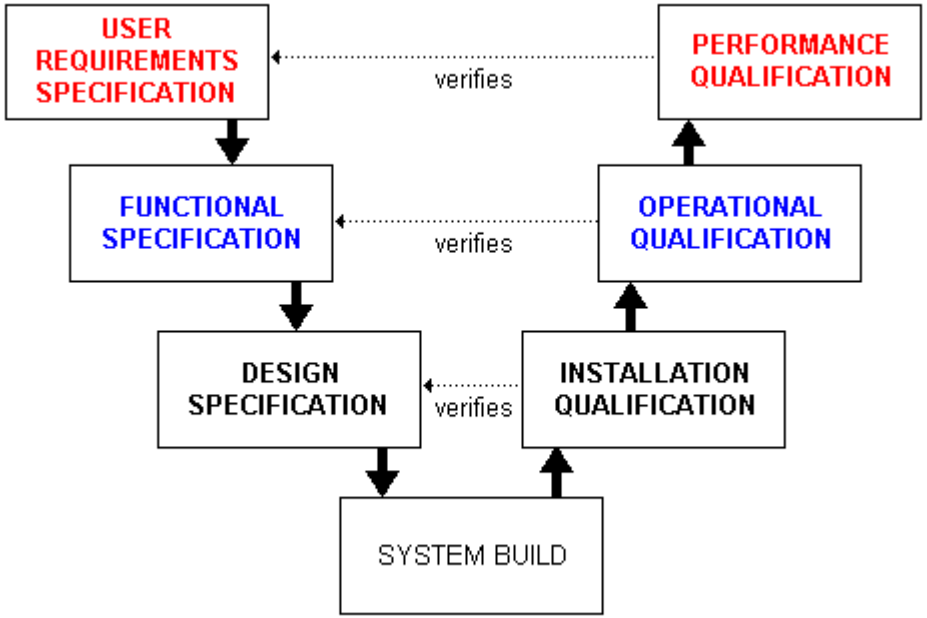
2) PREPARATION EXPENSES

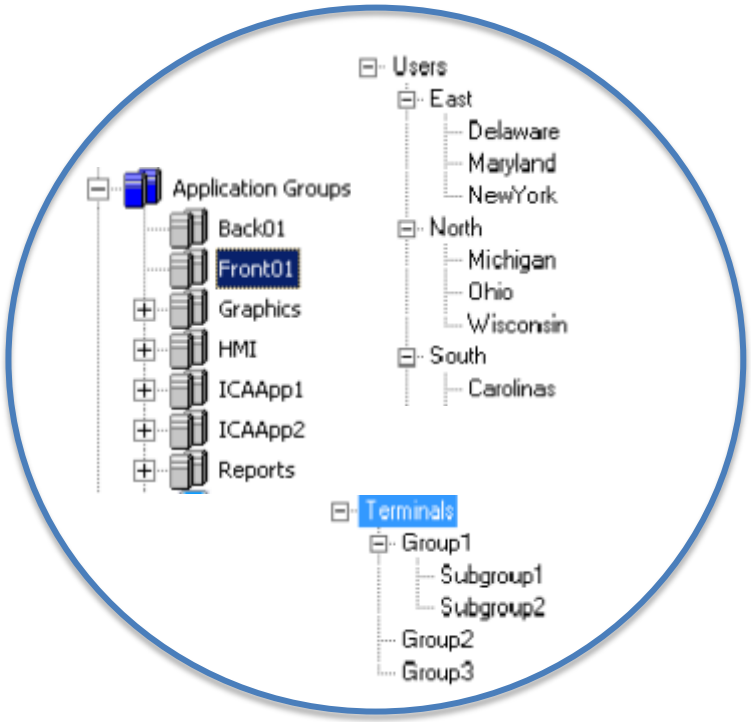
- Validation / Certification



2) PREPARATION EXPENSES

- Validation / Certification

Manage Grouped Configurations



vs

Manage Individual Configurations

3) OPERATING EXPENSES

- System Management
  - Easier and stronger Security (Endpoints and intellectual property are inherently protected)

USB storage disabled by default

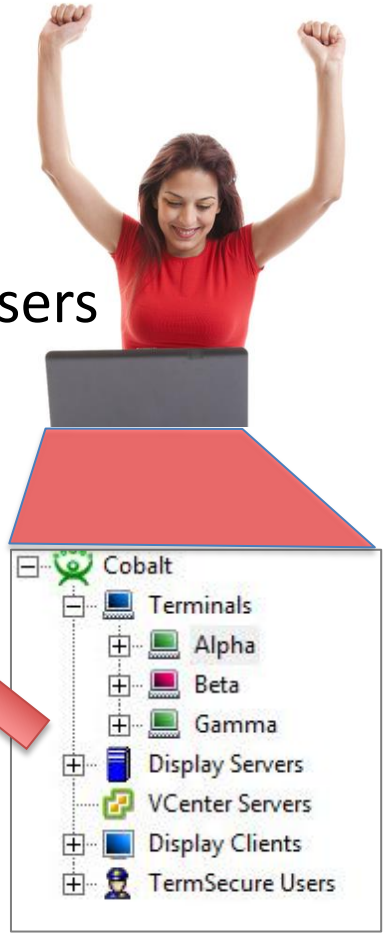
No client-side OS to attack

No client-side data to steal

3) OPERATING EXPENSES

- System Management
- Efficient Configuration Management
  - Centralized access via network/mobile device
  - Group management of Applications, Clients and Users

"shadowing"



3) OPERATING EXPENSES

- System Management
  - Easy access to hard-to-reach work centers
    - Clean rooms and Hazardous areas
    - Control cabinets
    - OEM machines
    - Kiosks
    - Large screen displays
  - Reduces or eliminates Travel & Call-outs with “shadowing”

3) OPERATING EXPENSES

- System Management
  - 4 minutes MTTR instead of 4 hours

vs

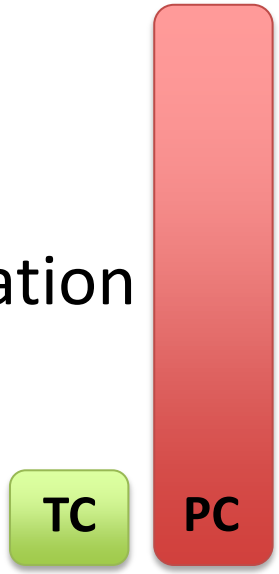
  - 3 to 5 times longer MTBF than a PC

vs

  - Eliminates need for a Help Desk
  - Centralized backup/restore

3) OPERATING EXPENSES

- Resource Efficiency
  - 5 times less Energy consumption than a PC
  - No need for Air Conditioned enclosures
  - Requires less enclosure/desktop Space
  - Reduces Emissions, delays Disposal impact
  - Higher Server Capacity utilization
  - (Typically) reduced Network Bandwidth utilization



3) OPERATING EXPENSES

- Production
  - Reduces production losses caused by system downtime
  - Reduces overtime expenses caused by system-related production losses

Production

3) OPERATING EXPENSES

- Version Upgrades / Patch Management

2 servers

vs

30 PCs

Centralized

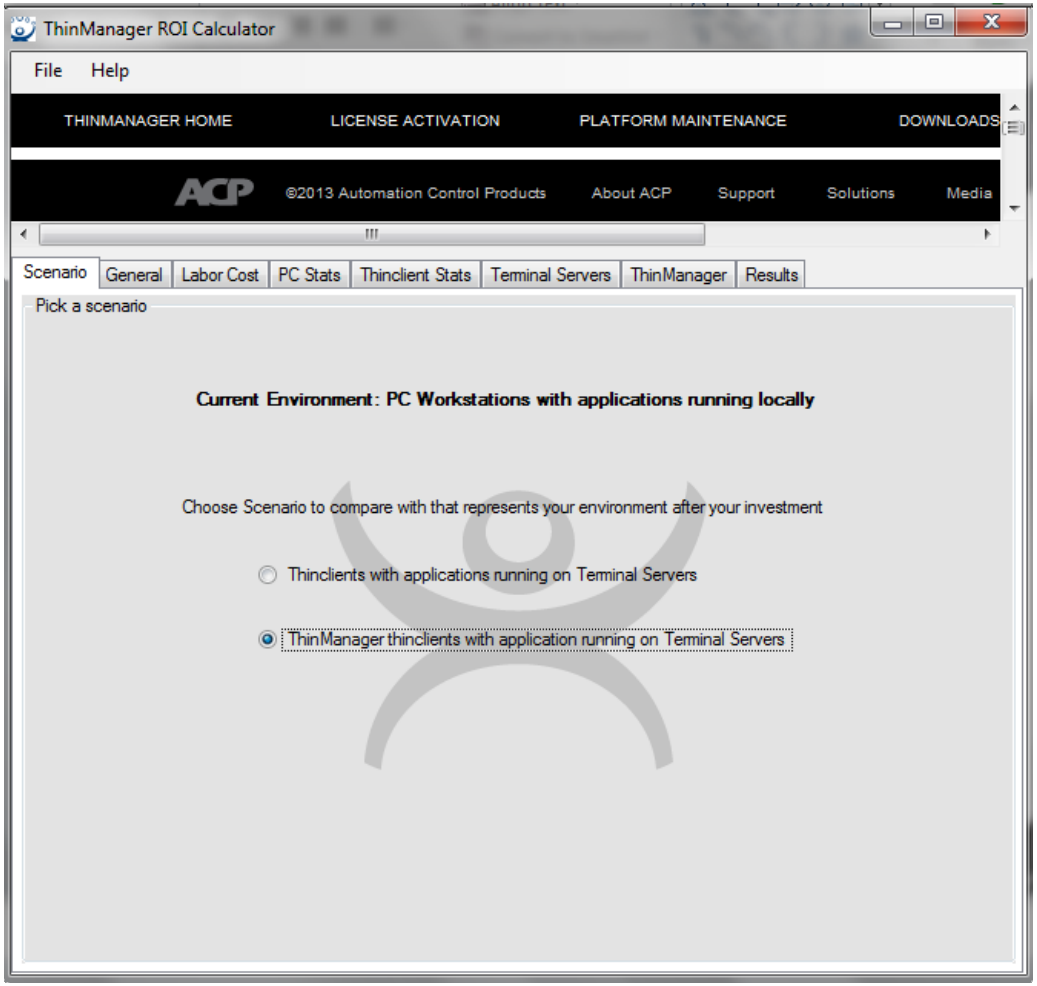
vs

Localized

4) REFRESH EXPENSES

- Hardware compatibility
- Software compatibility
- System Reliability
- System Performance
- System Functionality
- Harsh Environments

Free ROI Calculator



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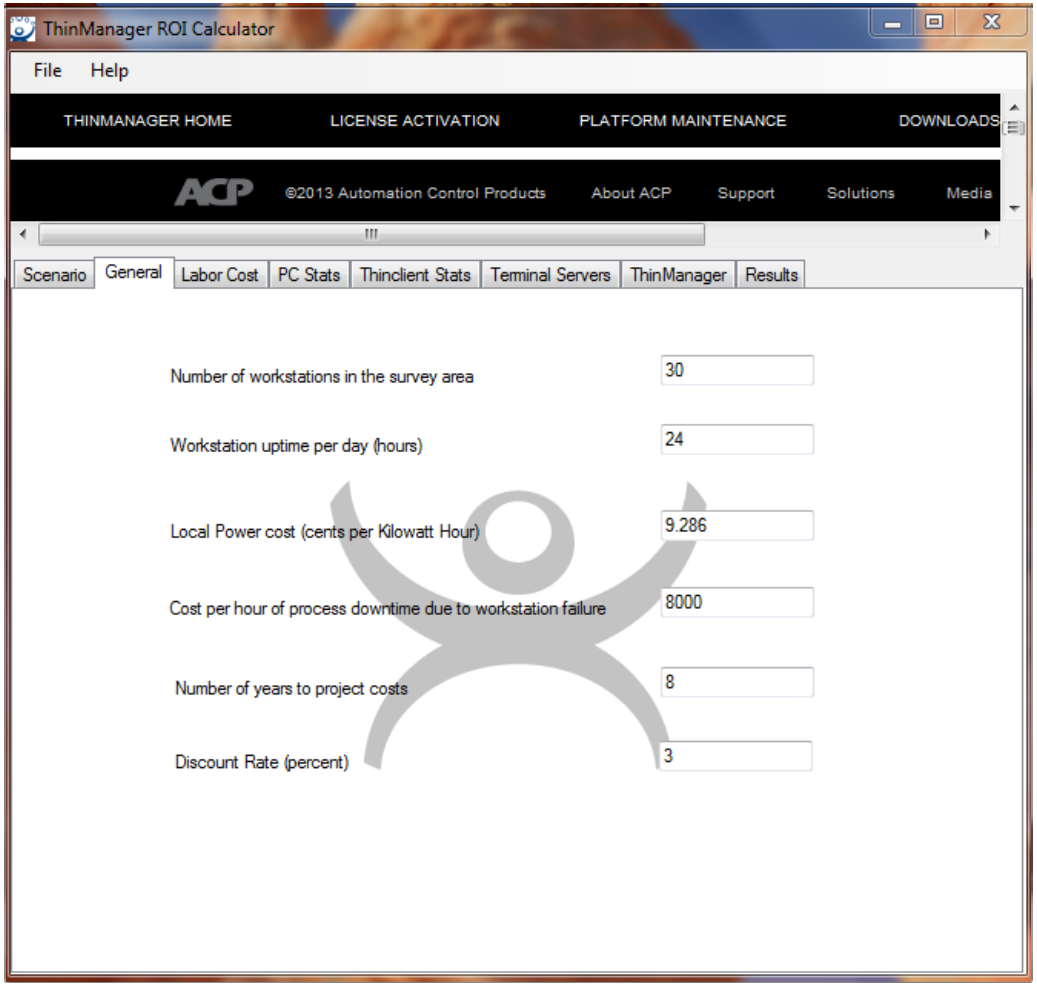

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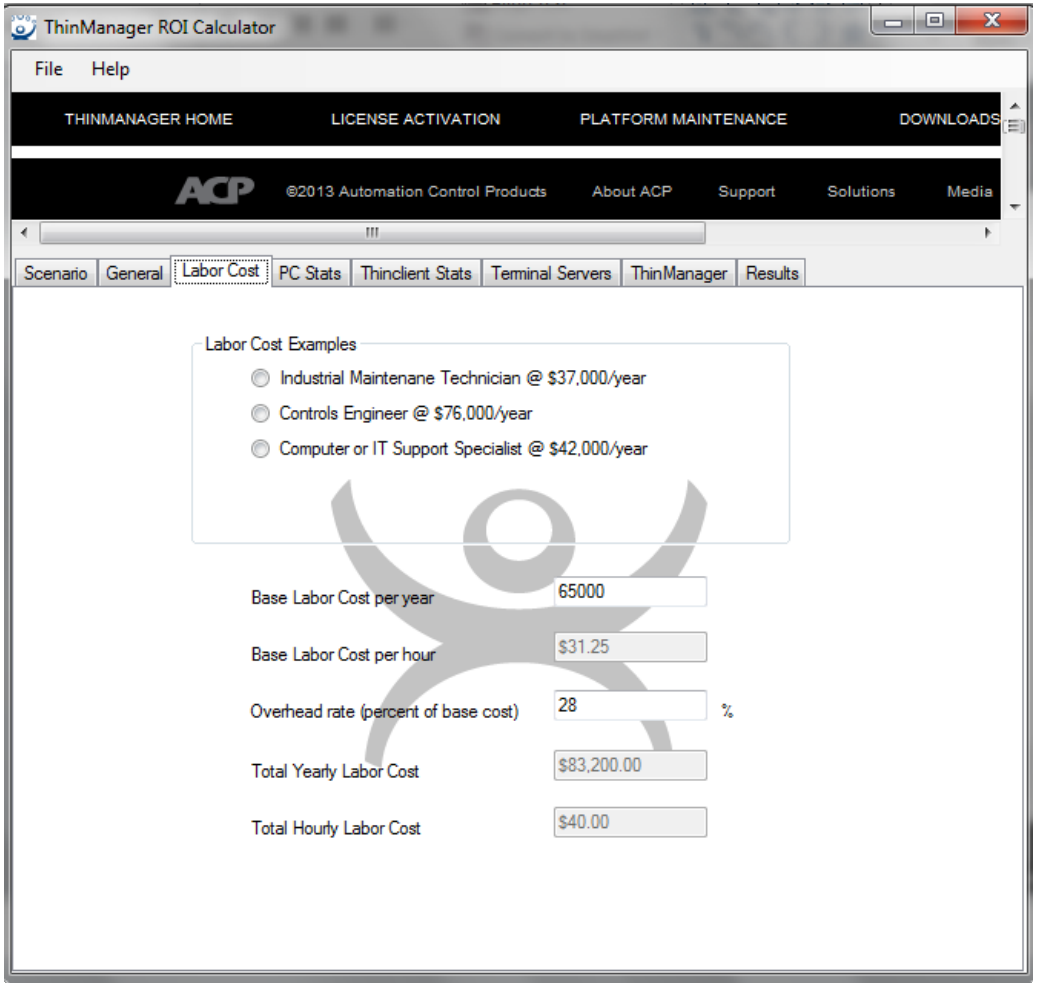

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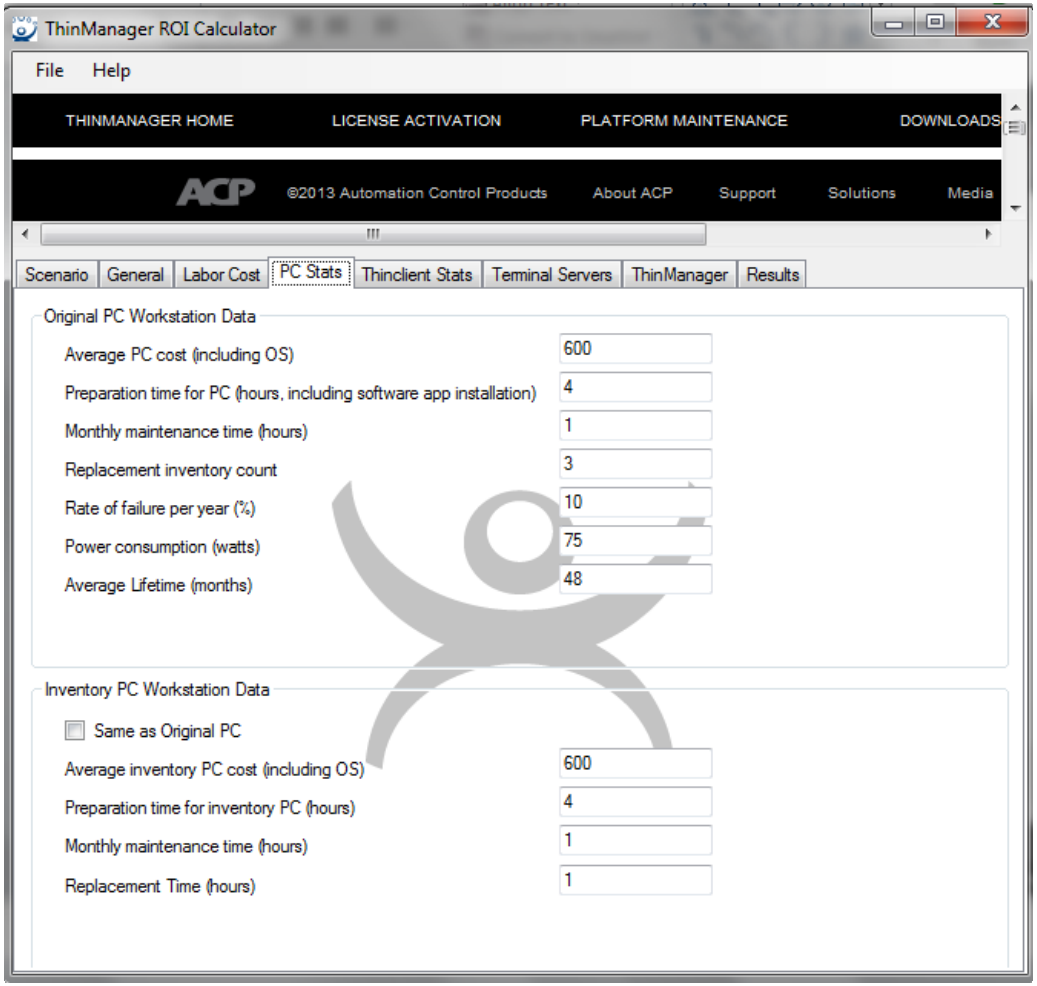

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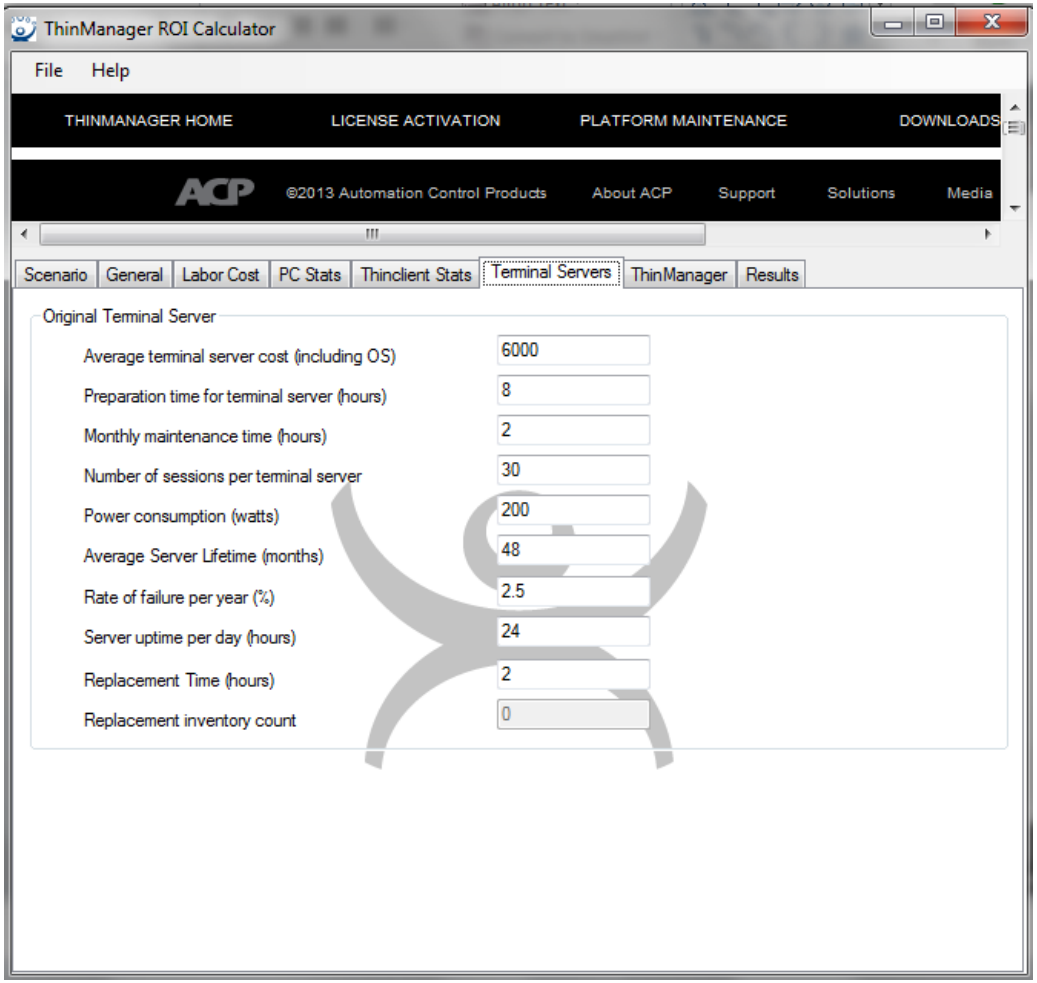

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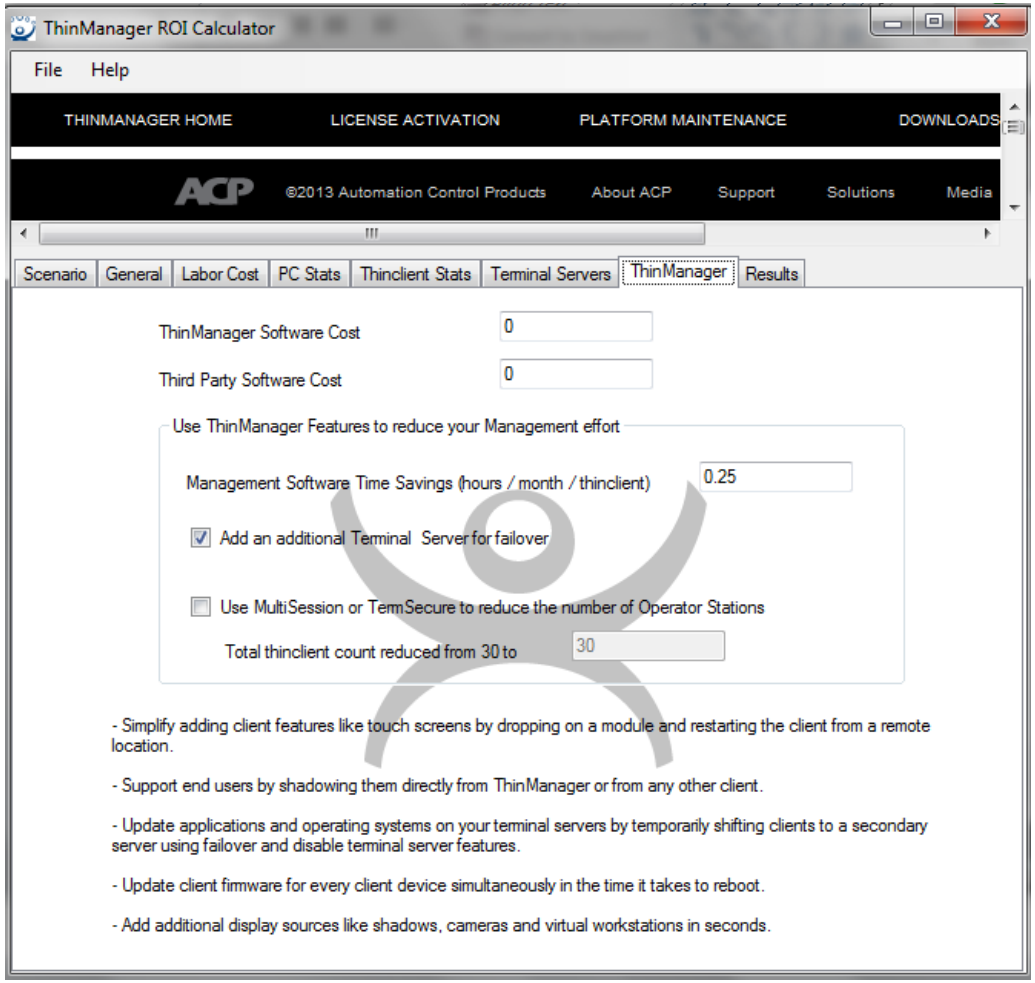

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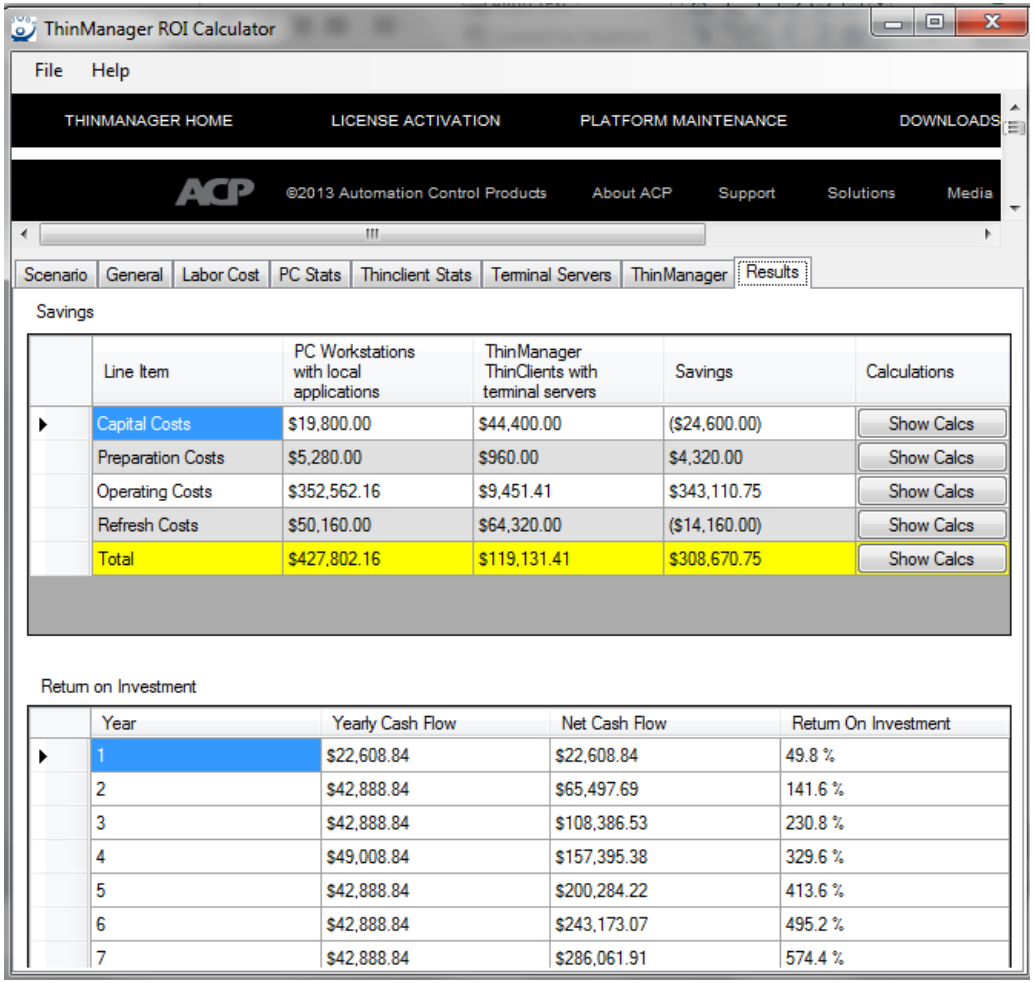

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Thank You

ACP

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