



**Rockwell  
Automation**

# ThinManager ROI Calculator

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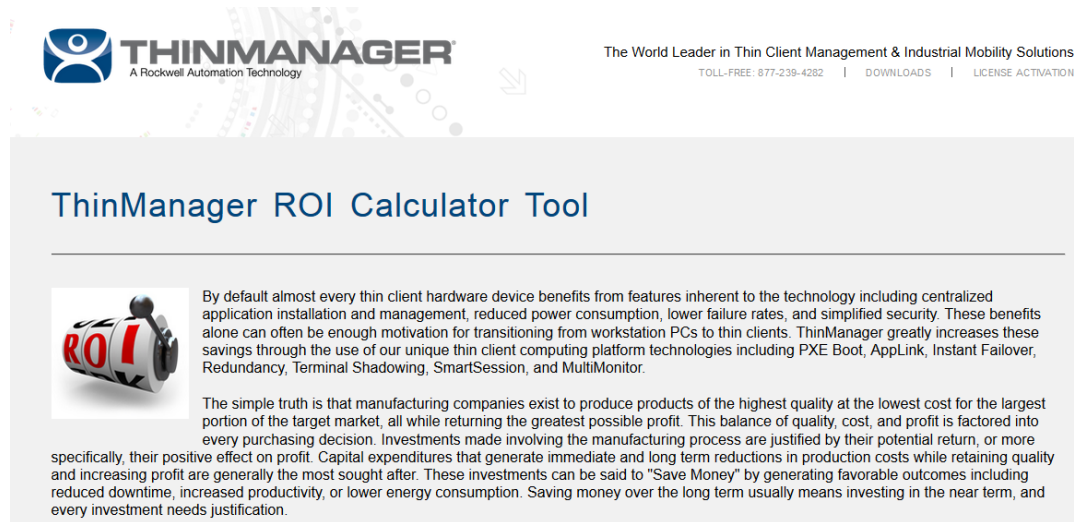
JANUARY 2019

# Return on Investment Calculator

Productivity improvement

**DOWNLOAD & USE ROI CALCULATOR NOW!**

<https://thinmanager.com/roi>




The screenshot shows the ThinManager website header with the logo and tagline "The World Leader in Thin Client Management & Industrial Mobility Solutions". Below the header, the page title "ThinManager ROI Calculator Tool" is displayed. The main content area features a small image of a cylinder labeled "ROI" and two paragraphs of text. The first paragraph describes the benefits of thin client hardware, and the second paragraph discusses the importance of investing in quality and productivity for manufacturing companies.

**THINMANAGER**  
A Rockwell Automation Technology

The World Leader in Thin Client Management & Industrial Mobility Solutions  
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## ThinManager ROI Calculator Tool



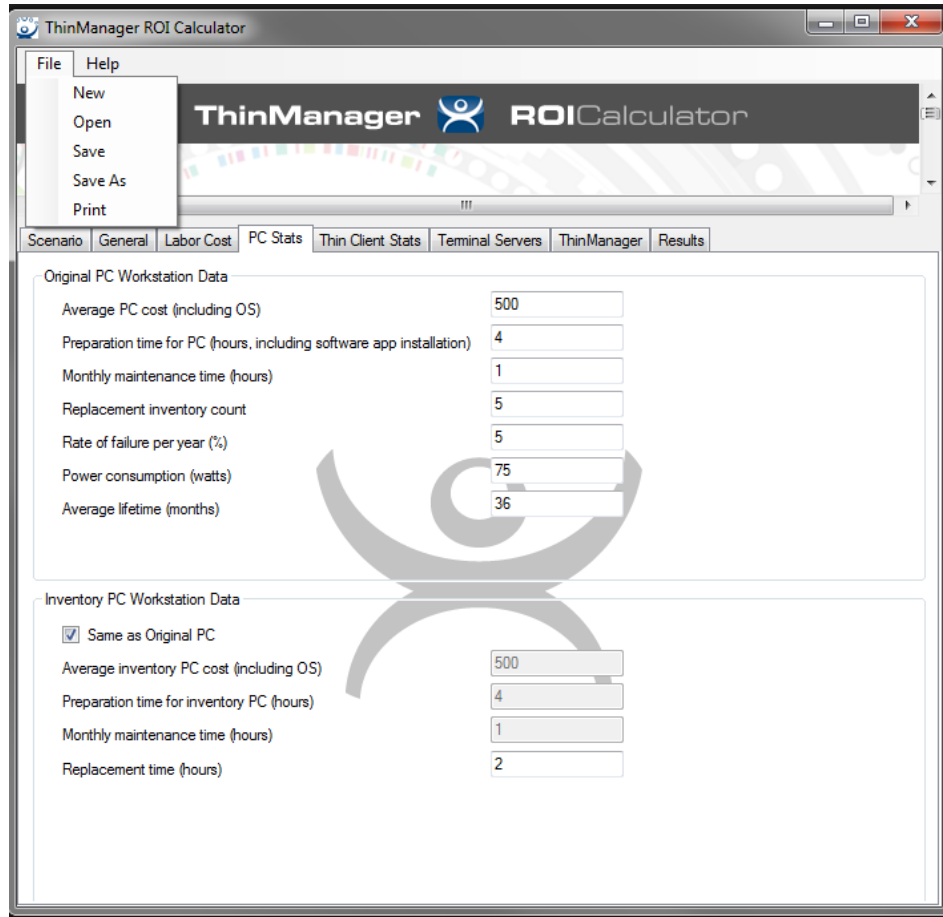
By default almost every thin client hardware device benefits from features inherent to the technology including centralized application installation and management, reduced power consumption, lower failure rates, and simplified security. These benefits alone can often be enough motivation for transitioning from workstation PCs to thin clients. ThinManager greatly increases these savings through the use of our unique thin client computing platform technologies including PXE Boot, Applink, Instant Failover, Redundancy, Terminal Shadowing, SmartSession, and MultiMonitor.

The simple truth is that manufacturing companies exist to produce products of the highest quality at the lowest cost for the largest portion of the target market, all while returning the greatest possible profit. This balance of quality, cost, and profit is factored into every purchasing decision. Investments made involving the manufacturing process are justified by their potential return, or more specifically, their positive effect on profit. Capital expenditures that generate immediate and long term reductions in production costs while retaining quality and increasing profit are generally the most sought after. These investments can be said to "Save Money" by generating favorable outcomes including reduced downtime, increased productivity, or lower energy consumption. Saving money over the long term usually means investing in the near term, and every investment needs justification.



# Return on Investment Calculator

How to use?



The screenshot shows the ThinManager ROI Calculator application window. The title bar reads "ThinManager ROI Calculator". The menu bar includes "File" and "Help". The "File" menu is open, showing options: "New", "Open", "Save", "Save As", and "Print". The main window has a tabbed interface with the following tabs: "Scenario", "General", "Labor Cost", "PC Stats", "Thin Client Stats", "Terminal Servers", "ThinManager", and "Results". The "General" tab is active, displaying two sections of input fields:

- Original PC Workstation Data:**
  - Average PC cost (including OS): 500
  - Preparation time for PC (hours, including software app installation): 4
  - Monthly maintenance time (hours): 1
  - Replacement inventory count: 5
  - Rate of failure per year (%): 5
  - Power consumption (watts): 75
  - Average lifetime (months): 36
- Inventory PC Workstation Data:**
  - Same as Original PC
  - Average inventory PC cost (including OS): 500
  - Preparation time for inventory PC (hours): 4
  - Monthly maintenance time (hours): 1
  - Replacement time (hours): 2

**GOAL:** calculate ROI of Thin Client infrastructure versus thick client

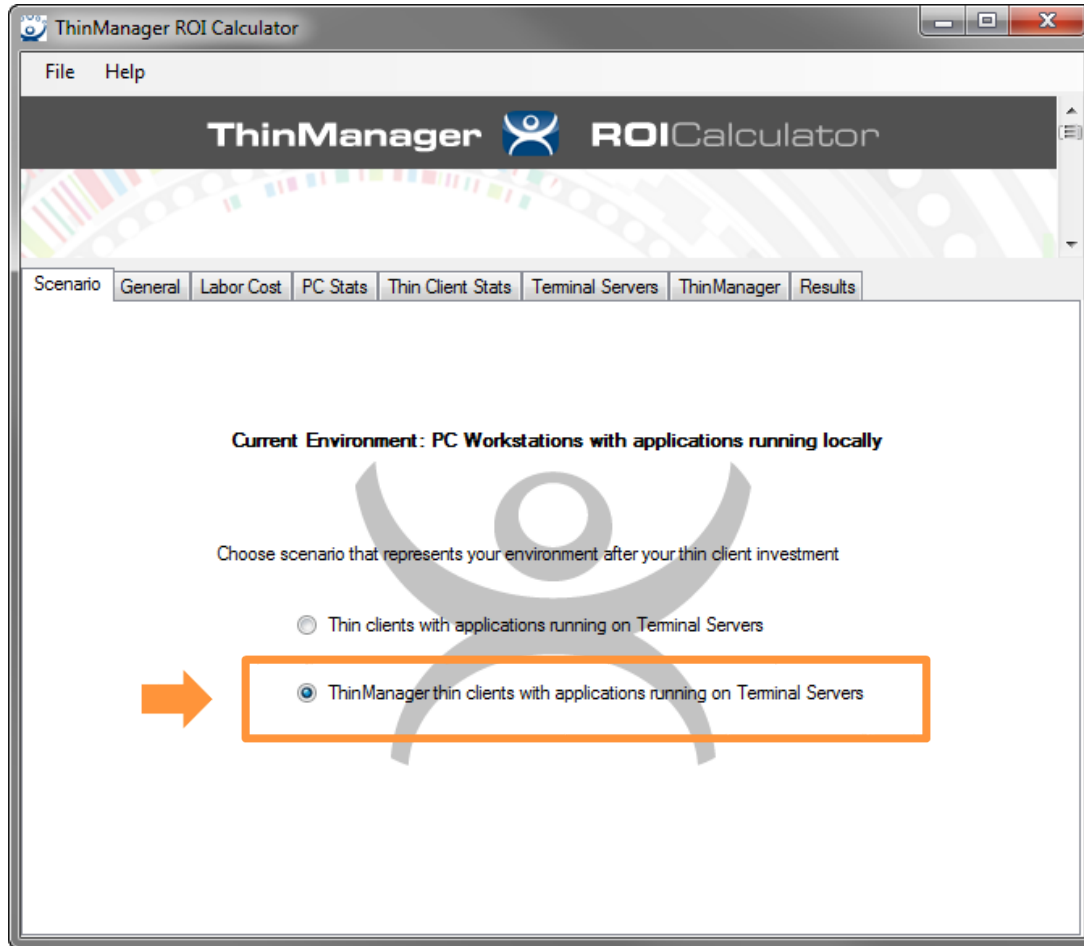
Simple, wizard driven tool, with 7 tabs to fill in. Results tab gives full access on outcome, and ability to print results, save file.

Use your own financial data. Make multiple simulations based estimates, or country industry averages (labor costs etc.)

Note: Tool might USD sign for currency symbol.  
Just ignore symbol and enter all data in local currency.

# Return on Investment Calculator

How to use?



## Select simulation scenario :

After investment, you will be using  
“ThinManager Thin Clients and applications  
On Terminal servers”

# Return on Investment Calculator

How to use?

ThinManager ROI Calculator

File Help

ThinManager ROI Calculator

Scenario General Labor Cost PC Stats Thin Client Stats Terminal Servers ThinManager Results

Number of workstations in the survey area 20

Workstation uptime per day (hours) 24

Local power cost (cents per Kilowatt Hour) 10

Cost per hour of process downtime due to workstation failure 10000

Number of years to project costs 10

Discount rate (percent) 0

## Select Size of system:

Select number of client terminals

## Select timeframe of the project (=ROI period):

Suggest to set between 5 and 10 years.

Even when you want to see ROI after 3 years.

# Return on Investment Calculator

How to use?

ThinManager ROI Calculator

File Help

ThinManager ROI Calculator

Scenario General Labor Cost PC Stats Thin Client Stats Terminal Servers ThinManager Results

Labor Cost Examples

- Industrial Maintenance Technician @ \$37,000/year
- Controls Engineer @ \$76,000/year
- Computer or IT Support Specialist @ \$42,000/year

Base labor cost per year	37000
Base labor cost per hour	\$17.79
Overhead rate (percent of base cost)	29.6 %
Total yearly labor cost	\$47,952.00
Total hourly labor cost	\$23.05

## Labor costs:

For the 3 type of roles interacting with ThinManager system provide financial data on labor cost.

# Return on Investment Calculator

How to use?

ThinManager ROI Calculator

File Help

ThinManager ROI Calculator

Scenario General Labor Cost **PC Stats** Thin Client Stats Terminal Servers ThinManager Results

Original PC Workstation Data

Average PC cost (including OS)	750
Preparation time for PC (hours, including software app installation)	4
Monthly maintenance time (hours)	1
Replacement inventory count	5
Rate of failure per year (%)	5
Power consumption (watts)	75
Average lifetime (months)	36

Inventory PC Workstation Data

Same as Original PC

Average inventory PC cost (including OS)	750
Preparation time for inventory PC (hours)	4
Monthly maintenance time (hours)	1
Replacement time (hours)	2

## PC stats (Thick Client stats):

Enter cost and lifetime of current “Thick Client” (traditional solution)

This reference architecture could also be a traditional EOI terminal architecture, like PanelView Plus terminals

# Return on Investment Calculator

How to use?

ThinManager ROI Calculator

File Help

ThinManager ROI Calculator

Scenario General Labor Cost PC Stats **Thin Client Stats** Terminal Servers ThinManager Results

Original Thin Client Data

Average Thinclient cost	500
Preparation time for Thin client (hours)	0
Monthly maintenance time (hours)	0
Replacement inventory count	5
Rate of failure per year (%)	1
Power consumption (watts)	15
Average lifetime (months)	120

Inventory Thin Client Data

Same as original thin client

Average replacement thin client cost (including OS)	500
Preparation time for replacement thin client (hours)	0
Monthly maintenance time (hours)	0
Replacement time (hours)	0.1

## Thin Client stats:

Enter cost and lifetime data of Thin Client based solution

Use price of envisioned VersaView 5200 Thin Clients.



# Return on Investment Calculator

How to use?

Original Terminal Server	
Average terminal server cost (including OS)	6000
Preparation time for terminal server (hours)	7
Monthly maintenance time (hours)	1
Number of sessions per terminal server	20
Power consumption (watts)	200
Average server lifetime (months)	48
Rate of failure per year (%)	1
Server uptime per day (hours)	24
Replacement time (hours)	2
Replacement inventory count	0

## Terminal Servers:

When investment in RDS servers is required, add this cost into the equation.

# Return on Investment Calculator

How to use?

ThinManager ROI Calculator

File Help

ThinManager ROI Calculator

Scenario General Labor Cost PC Stats Thin Client Stats Terminal Servers ThinManager Results

ThinManager Software Cost 20000

Third Party Software Cost 0

Use ThinManager features to reduce your management effort

Management Software Time Savings (hours / month / thin client) 0.25

Add an additional Terminal Server for failover

Use MultiSession or TemSecure to reduce the number of Operator Stations

Total thinclient count reduced from 20 to 20

- Simplify adding client features like touch screens by dropping on a module and restarting the client from a remote location.
- Support end users by shadowing them directly from ThinManager or from any other client.
- Update applications and operating systems on your terminal servers by temporarily shifting clients to a secondary server using failover and disable terminal server features.
- Update client firmware for every client device simultaneously in the time it takes to reboot.
- Add additional display sources like shadows, cameras and virtual workstations in seconds.

## ThinManager:

Add the cost of the ThinManager license.

Add additional software license costs, In case other software needs to be part of the solution (example FTVIEW SE Server license costs, in case migration from third party solution to RA solution)

If unsure about value of ThinManager time savings, enter 0 hours and make simulation (start conservative)

# Return on Investment Calculator

How to use?

## Results:

Full details of different spending types

Yearly net cash flow & ROI data

Ability to see individual formulas and results

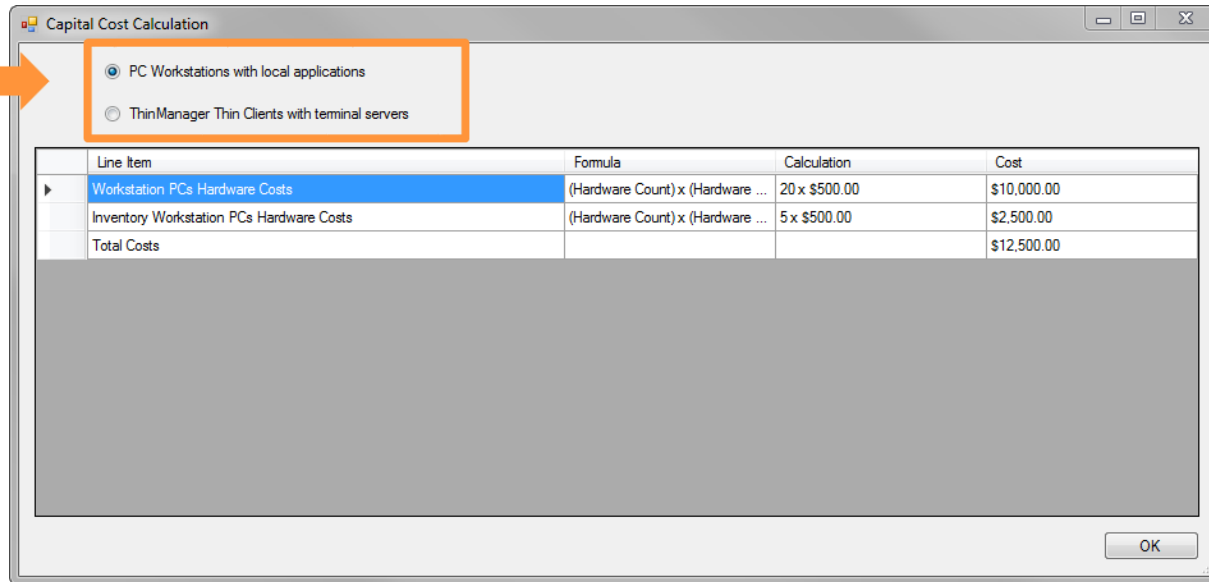
Line Item	PC Workstations with local applications	ThinManager Thin Clients with terminal servers	Savings	Calculations
Capital Costs	\$12,500.00	\$50,500.00	(\$38,000.00)	Show Calcs
Preparation Costs	\$2,305.00	\$484.05	\$1,820.95	Show Calcs
Operating Costs	\$288,673.00	\$4,512.50	\$284,160.50	Show Calcs
Refresh Costs	\$44,415.00	\$49,468.10	(\$5,053.10)	Show Calcs
<b>Total</b>	<b>\$347,893.00</b>	<b>\$104,964.65</b>	<b>\$242,928.35</b>	Show Calcs

Year	Yearly Cash Flow	Net Cash Flow	Return On Investment
1	(\$7,763.00)	(\$7,763.00)	-15.2 %
2	\$28,416.05	\$20,653.05	40.5 %
3	\$43,221.05	\$63,874.10	125.3 %
4	\$9,932.00	\$73,806.10	144.8 %
5	\$28,416.05	\$102,222.15	200.5 %
6	\$43,221.05	\$145,443.20	285.3 %
7	\$28,416.05	\$173,859.25	341.0 %
8	\$9,932.00	\$183,791.25	360.5 %
9	\$43,221.05	\$227,012.30	445.3 %
10	\$15,916.05	\$242,928.35	476.5 %

# Return on Investment Calculator

How to use?



The screenshot shows the 'Capital Cost Calculation' window with the radio button for 'PC Workstations with local applications' selected. An orange arrow points to this selection. The table below shows the cost breakdown for this scenario.

Line Item	Formula	Calculation	Cost
Workstation PCs Hardware Costs	(Hardware Count) x (Hardware ...	20 x \$500.00	\$10,000.00
Inventory Workstation PCs Hardware Costs	(Hardware Count) x (Hardware ...	5 x \$500.00	\$2,500.00
Total Costs			\$12,500.00

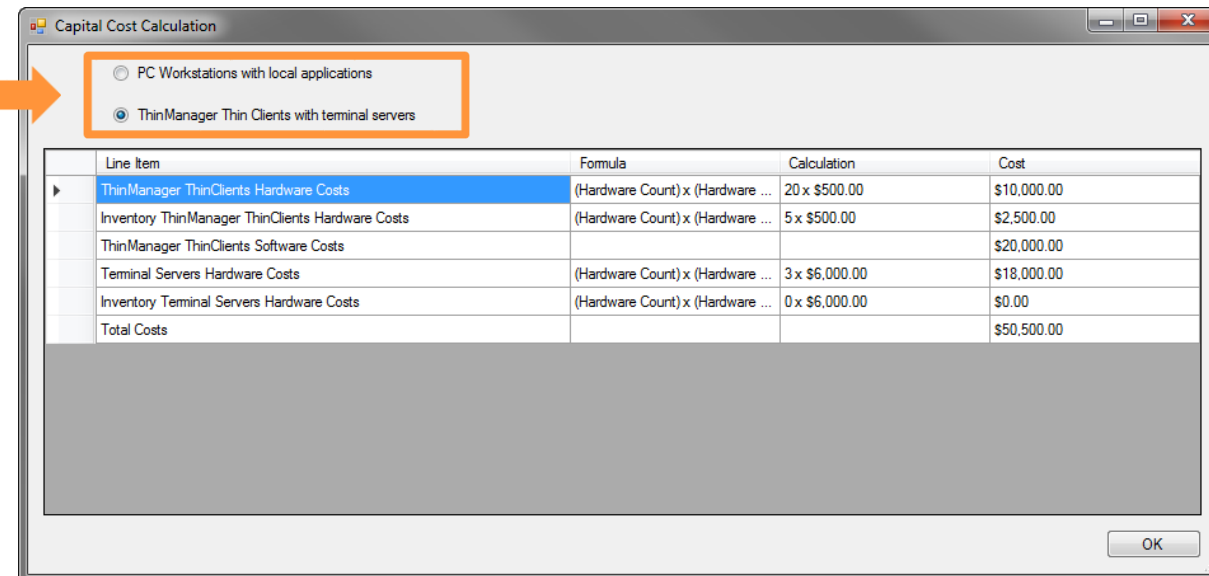
**Results: deep dive:**

Toggle for individual cost items between traditional Thick client scenario and ThinManager based scenario

Formula as well as calculation and outcome are shown

Re-iterate simulation multiple times, to get as close as possible to your real life situation.

Print out results or save file for sharing and future use



The screenshot shows the 'Capital Cost Calculation' window with the radio button for 'ThinManager Thin Clients with terminal servers' selected. An orange arrow points to this selection. The table below shows the cost breakdown for this scenario.

Line Item	Formula	Calculation	Cost
ThinManager ThinClients Hardware Costs	(Hardware Count) x (Hardware ...	20 x \$500.00	\$10,000.00
Inventory ThinManager ThinClients Hardware Costs	(Hardware Count) x (Hardware ...	5 x \$500.00	\$2,500.00
ThinManager ThinClients Software Costs			\$20,000.00
Terminal Servers Hardware Costs	(Hardware Count) x (Hardware ...	3 x \$6,000.00	\$18,000.00
Inventory Terminal Servers Hardware Costs	(Hardware Count) x (Hardware ...	0 x \$6,000.00	\$0.00
Total Costs			\$50,500.00



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# Questions & Answers

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[www.rockwellautomation.com](http://www.rockwellautomation.com)