



Sun Virtual Desktop Solution TCO Assessment

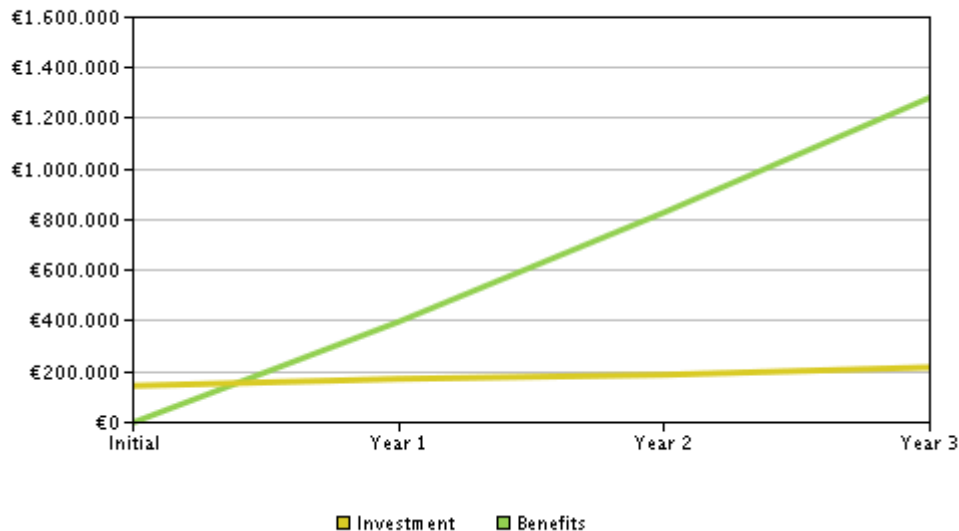
The Sun Virtual Desktop Solution TCO Calculator projects the potential investment and savings from replacing traditional desktop devices with Sun Microsystems Sun Ray virtual display clients and other thin client solutions. The Sun Virtual Desktop Infrastructure Software 2.0 delivers access to a highly secure, resilient and available virtual desktop environment for a wide variety of thin client devices. The Sun VDI software provides simplified management and full lifecycle control for enterprise wide deployment of virtual desktop solutions.

This tool was developed by Alinean, Inc., leaders in IT Value Measurement. The results in this report are based on user input and industry research by Alinean, including case studies of Sun Microsystems customer environments.

This analysis is based on converting 250 traditional desktop devices to thin clients. 100 devices will be replaced with Sun Ray devices, while 150 devices will be transitioned to browser based thin clients.

Based on the three year analysis for solutiontech.it an initial investment of €218.008 in Sun virtual desktop technology can yield a benefit of €1.283.206 resulting in a 488,6% ROI with a payback period of 7 months.

Break Even Analysis





Recommended Solution

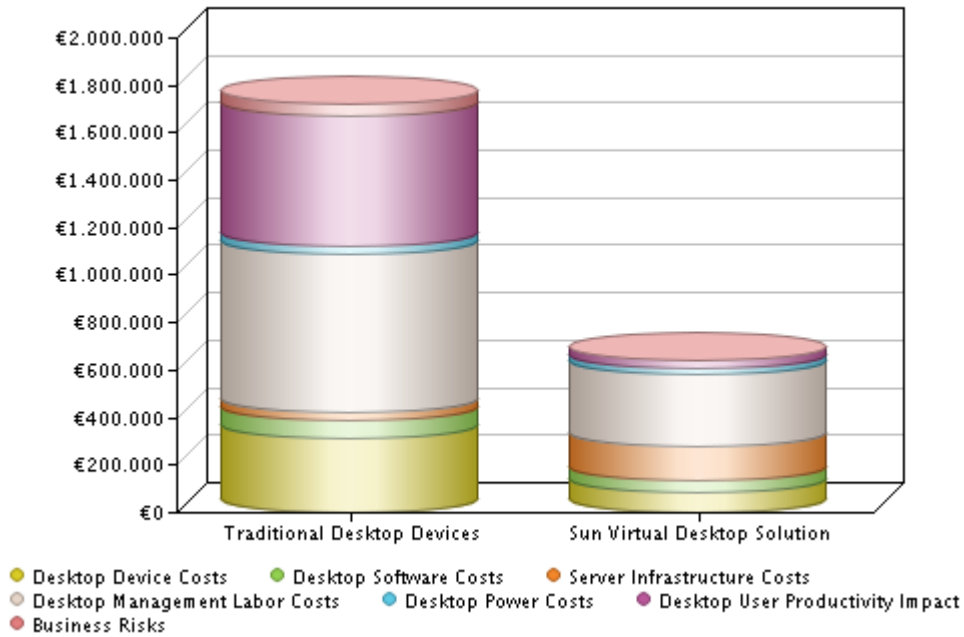
Solution Component	Recommended Technology	Quantity
Thin client devices	Sun Ray 2 Virtual Display Client	100
Desktop virtualization software	Sun Virtual Desktop Infrastructure Software	250
Sun VDS client execution servers	Sun Fire X4150 Server	7
Virtualization software licenses	VMware ESX	7
Windows client software licenses	Transferred	0
External storage capacity (GBs)		5.000
Sun virtual display servers	Sun Fire X2100 M2 Server	4
Professional services (days)		6
Internal implementation labor (hours)		72
Total Sun Virtual Desktop Solution Investment		€156.707

From a TCO perspective the Sun virtual desktop solution is projected to reduce the total cost of ownership for desktop devices by 62,6% over three years generating a savings of €1.076.986.

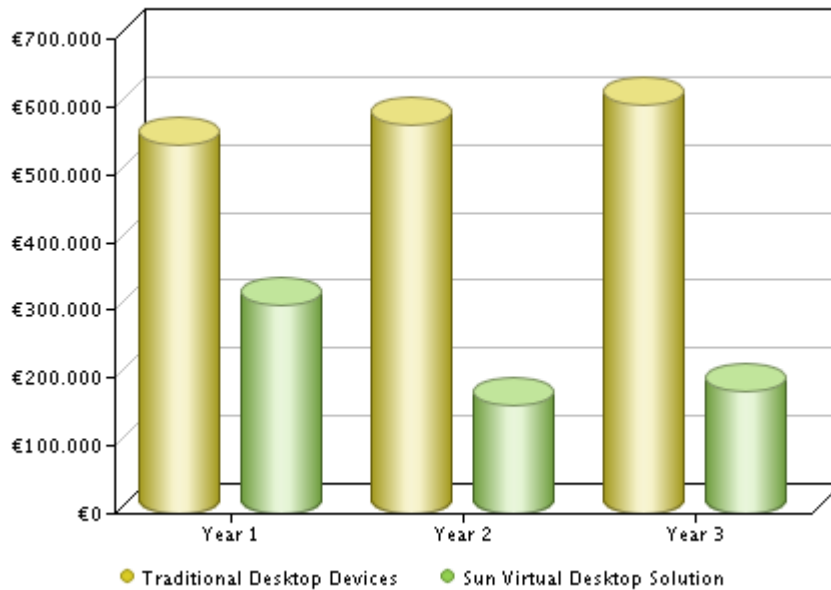
Three Year TCO Analysis

Three Year TCO Results	Traditional Desktop Devices	Sun Virtual Desktop Solution	Savings with Sun	
Desktop Device Costs	€310.699	€80.279	€230.420	74,2%
Desktop Software Costs	€74.590	€54.240	€20.350	27,3%
Server Infrastructure Costs	€38.257	€145.505	(€107.247)	-280,3%
Desktop Management Labor Costs	€665.597	€301.102	€364.495	54,8%
Desktop Power Costs	€35.288	€26.364	€8.924	25,3%
Desktop User Productivity Impact	€543.363	€32.564	€510.800	94,0%
Business Risks	€53.524	€4.280	€49.244	92,0%
Total	€1.721.319	€644.333	€1.076.986	62,6%

Three Year TCO Results



Annual TCO Comparison



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