



Cost Analysis of Deploy TARGA OfficeStation™ NetStar

Revision: 1.0 (8 August 2005)
by Alvin Lam (MSc)
Assistant Sales Manager
Targa Hong Kong Limited
Tel: (852) 3525 0371 ext 201
Fax: (852) 2330 8773
Email: Alvin.Lam@TargaHK.com



Changing the way of network computing

1. Cost Analysis

- Scenario of deploy 300 units in small/medium sized enterprise

		Desktop Solution	Officestation Solution	
		300 PC	28 PC + 272 Officestation™ Netstar	Savings
	Hardware Cost (1st year)	HK\$2,439,600.00	HK\$1,099,696.00	HK\$1,339,904.00
	Software Cost	HK\$387,000.00	HK\$36,120.00	HK\$350,880.00
	Installation Cost	HK\$138,600.00	HK\$12,936.00	HK\$125,664.00
1st Year	IT Maintenance + Electricity Cost	HK\$680,301.84	HK\$78,254.56	HK\$602,047.28
2nd Year	IT Maintenance + Electricity Cost	HK\$924,261.84	HK\$106,624.16	HK\$817,637.68
3rd Year	IT Maintenance + Electricity Cost	HK\$1,046,241.84	HK\$120,808.96	HK\$925,432.88
4th Year	IT Maintenance + Electricity Cost	HK\$1,168,221.84	HK\$134,993.76	HK\$1,033,228.08
5th Year	IT Maintenance + Electricity Cost	HK\$1,412,181.84	HK\$163,363.36	HK\$1,248,818.48
		HK\$8,196,409.20	HK\$1,752,796.78	HK\$6,443,612.42
Total Cost savings of 80% over 5 years! (\$6,443K/ \$8,196K=79%)				



2. Cost Analysis Data Breakdown

Purchase Cost of Traditional Desktop		
Hardware Cost		Total
Qty	Price	
300	HK\$8,132.00	HK\$2,439,600.00

Electricity breakdown for Traditional PC @245W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14/hr	Yearly Cost
0.245	1.96	588	670.32	HK\$191,711.52

Purchase Cost of Officestation Solution		
Qty	Price	TOTAL
272	HK\$3,000.00	HK\$816,000.00
28	HK\$10,132.00	HK\$283,696.00
		HK\$1,099,696.00

Electricity breakdown for Officestation @5W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14/hr	Yearly Cost
0.005	0.04	10.8	12.312	HK\$3,521.23
0.245	1.96	58.8	67.032	HK\$19,171.15
				HK\$22,692.38



3. Cost Analysis Data Breakdown (Con't)

Purchase Cost of Software		
Software	Cost	Traditional Desktop
Norton Antivirus 2004	400	120000
Norton InternetSecurity 2004	550	165000
Norton Ghost 2003	340	102000
Total	1290	HK\$387,000.00

Hardware Installation		
Description	Cost	TOTAL
300 PCs	462	138600
Total		HK\$138,600.00

Purchase Cost of Software		
Software	Cost	OfficeStation
Norton Antivirus 2004	400	11200
Norton InternetSecurity 2004	550	15400
Norton Ghost 2003	340	9520
Total	1290	HK\$36,120.00

Hardware Installation		
Description	Cost	TOTAL
28 PCs	462	12936
Total		HK\$12,936.00



4. 1st year IT Maintenance & Electricity Cost Analysis

Traditional PC Maintenance Details		
IT Maintenance Cost Analysis		
Hardware Cost	Percent	IT Cost Annual
HK\$2,439,600.00	20%	HK\$487,920.00

Officestation Maintenance Details		
Hardware Cost	Percent	IT Cost Annual
HK\$816,000.00	0%	HK\$0.00
HK\$283,696.00	20%	HK\$56,739.20
		HK\$56,739.20

Electricity Cost breakdown for Traditional PC @245W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14/hr	Yearly Cost
0.245	1.96	588	670.32	HK\$192,381.84

Electricity Cost breakdown for Officestation @5W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14/hr	Yearly Cost
0.005	0.04	10.88	12.4032	HK\$3,559.72
0.245	1.96	54.88	62.5632	HK\$17,955.64
				HK\$21,515.36



5. 2nd year IT Maintenance & Electricity Cost Analysis

Traditional PC Maintenance Details		
IT Maintenance Cost Analysis		
Hardware Cost	Percent	IT Cost Annual
HK\$2,439,600.00	30%	HK\$731,880.00

Officestation Maintenance Details		
Hardware Cost	Percent	IT Cost Annual
HK\$816,000.00	0%	HK\$0.00
HK\$283,696.00	30%	HK\$85,108.80
		HK\$85,108.80

Electricity Cost breakdown for Traditional PC @245W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14/hr	Yearly Cost
0.245	1.96	588	670.32	HK\$192,381.84

Electricity Cost breakdown for Officestation @5W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14/hr	Yearly Cost
0.005	0.04	10.88	12.4032	HK\$3,559.72
0.245	1.96	54.88	62.5632	HK\$17,955.64
				HK\$21,515.36



6. 3rd year IT Maintenance & Electricity Cost Analysis

Traditional PC Maintenance Details		
IT Maintenance Cost Analysis		
Hardware Cost	Percent	IT Cost Annual
HK\$2,439,600.00	35%	HK\$853,860.00

Officestation Maintenance Details		
Hardware Cost	Percent	IT Cost Annual
HK\$816,000.00	0%	HK\$0.00
HK\$283,696.00	35%	HK\$99,293.60
		HK\$99,293.60

Electricity Cost breakdown for Traditional PC @245W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14 /hr	Yearly Cost
0.245	1.96	588	670.32	HK\$192,381.84

Electricity Cost breakdown for Officestation @5W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14 /hr	Yearly Cost
0.005	0.04	10.88	12.4032	HK\$3,559.72
0.245	1.96	54.88	62.5632	HK\$17,955.64
				HK\$21,515.36



7. 4th year IT Maintenance & Electricity Cost Analysis

Traditional PC Maintenance Details		
IT Maintenance Cost Analysis		
Hardware Cost	Percent	IT Cost Annual
HK\$2,439,600.00	40%	HK\$975,840.00

Officestation Maintenance Details		
Hardware Cost	Percent	IT Cost Annual
HK\$816,000.00	0%	HK\$0.00
HK\$283,696.00	40%	HK\$113,478.40
		HK\$113,478.40

Electricity Cost breakdown for Traditional PC @245W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14/hr	Yearly Cost
0.245	1.96	588	670.32	HK\$192,381.84

Electricity Cost breakdown for Officestation @5W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14/hr	Yearly Cost
0.005	0.04	10.88	12.4032	HK\$3,559.72
0.245	1.96	54.88	62.5632	HK\$17,955.64
				HK\$21,515.36



8. 5th year IT Maintenance & Electricity Cost Analysis

Traditional PC Maintenance Details		
IT Maintenance Cost Analysis		
Hardware Cost	Percent	IT Cost Annual
HK\$2,439,600.00	50%	HK\$1,219,800.00

Officestation Maintenance Details		
Hardware Cost	Percent	IT Cost Annual
HK\$816,000.00	0%	HK\$0.00
HK\$283,696.00	50%	HK\$141,848.00
		HK\$141,848.00

Electricity Cost breakdown for Traditional PC @245W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14/hr	Yearly Cost
0.245	1.96	588	670.32	HK\$192,381.84

Electricity Cost breakdown for Officestation @5W usage				
Per unit/kwh	8 hr day	Total for 300 units/day	\$1.14/hr	Yearly Cost
0.005	0.04	10.88	12.4032	HK\$3,559.72
0.245	1.96	54.88	62.5632	HK\$17,955.64
				HK\$21,515.36

