

# Comparison of cost: Hosted Exchange vs. In-House Exchange



## Overview

The economics of IT services are rapidly changing. Owning and maintaining multiple servers and software applications requires a substantial financial investment, all of which diverts funds and resources away from what you should be focused on—growing your successful business.

As more companies choose hosted IT services, <your company name here>'s hosted Microsoft Exchange provides an efficient and cost-effective enterprise-class email and collaboration solution—at a price that small and mid-sized companies can afford.

With hosted Exchange, you can reap the benefits of business-class email—which was once only available to large corporations.

The following table provides a real-life example of the costs involved to implement and maintain an in-house Exchange solution vs. a hosted Exchange service. Companies who use hosted Exchange gain the following extra advantages:

- Low cost-of-ownership
- Zero upfront investment & cost predictability
- Immediate deployment
- The ability to scale up or down as needed, as needed
- Business-class email at a small business price
- Team collaboration via SharePoint (free 100MB site with each Exchange account)
- Secure and reliable network performance

## Cost Comparison: In-house Microsoft Exchange Implementation vs. Hosted Exchange

<i>Scenario based on 20 Exchange users &amp; 10 BlackBerry users over a 3-year period</i>	<b>In-house Exchange Deployment</b>			<b>Hosted Service (Monthly)</b>
	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	
<b>Microsoft Exchange 2007 Server &amp; Installation</b>				
Exchange 2007 Server software (vs. a hosted subscription model)	\$1,000			\$199
Exchange 2007 standard client licenses (includes Outlook software)	\$2,580			Included
Windows Server Software	\$1,000			Included
Server hardware, 2GB RAM, RAID hard drives, 4-hour warranty service	\$5,900			Included
Tape backup hardware, software, & tapes	\$2,300			Included
Anti-spam & anti-virus software	\$1,700	\$500	\$500	\$35.00
Server implementation services/engineer	\$5,000			Included

*Continued on next page* ▾

Continued from previous page

## Cost Comparison: In-house Microsoft Exchange Implementation vs. Hosted Exchange

<b>Scenario based on 20 Exchange users &amp; 10 BlackBerry users over a 3-year period</b>	<b>In-house Exchange Deployment</b>			<b>Hosted Service (Monthly)</b>
	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	
<b>Wireless PDA Synchronization Servers &amp; Installation</b>				
BlackBerry Enterprise Server (BES) & software	\$6,200	\$700	\$700	\$99.50
Mobile device support	\$1,000	\$1,000	\$1,000	Included
<b>Services</b>				
Datacenter server/rack space, power, & bandwidth	\$6,000	\$6,000	\$6,000	Included
Offsite tape storage service	\$912	\$912	\$912	Included
Help desk support (8 hours/day; this is 24/7 with hosted service)	\$3,000	\$3,000	\$3,000	24/7
Routine systems maintenance	\$22,500	\$22,500	\$22,500	Included
<b>Redundancy (included w/OPTiMO Cloud Solutions service)</b>				
Redundant clustered server, Storage Area Network	N/A	N/A	N/A	Included
Service Level Agreement (SLA) 100% uptime	N/A	N/A	N/A	Included
Redundant Internet Service Providers	N/A	N/A	N/A	Included
Redundant power plants, UPS, and fire suppression	N/A	N/A	N/A	Included
<b>Monthly cost for hosted Exchange</b>				<b>\$333.50</b>
<b>Annual cost for in-house Exchange vs. hosted Exchange</b>	<b>\$59,092</b>	<b>\$34,612</b>	<b>34,612</b>	<b>\$4002</b>
<b>3-year cost for in-house Exchange vs. hosted Exchange</b>			<b>\$128,316</b>	<b>\$12,006</b>
<b>3-YEAR TOTAL SAVINGS FROM USING HOSTED EXCHANGE</b>				<b>\$116,310</b>

### CONTACT US TODAY

Discover the benefits of the Cloud. Contact our experts at [contactus@OPTiMO-IT.com](mailto:contactus@OPTiMO-IT.com) or call 877-564-8552 today!

Visit [OPTiMO-CLOUD.COM](http://OPTiMO-CLOUD.COM) for more information.