Total Cost of Ownership (TCO) At-a-Glance

When considering a new IT infrastructure solution, the acquisition cost of the hardware and software to stand up the infrastructure is only the starting point for cost analysis.

Acquisition costs of hardware and software are generally easy to determine based on vendor quotes, particularly if allocated as CapEx (Capital Expense). Acquisition costs can also be calculated as fixed OpEx (Operational Expense), which is also easy to calculate based on direct vendor quotes. Other types of operating expenses that are not as easy to calculate and are often overlooked as part of TCO include:

- Deployment
- Training
- Software Licensing
- Scale-Out
- Downtime
- Management

All of these considerations contribute to the total cost of ownership (TCO) of the solution. With each area of consideration, organizations will need to evaluate their own needs, own processes, and specific costs to determine the actual numbers.

LESSONS FROM ACTUAL CUSTOMERS

Deployment	General Details	Before	With Scale Computing
Customer A	• 47 clusters deployed • Built clusters at the office • Add IPs • Add VMs • Shipped to the store	• Took 30-45 minutes total to initialize and import VMs	• 10 minutes to import the image with zero-touch provisioning (ZTP)
Customer B	• 150 machines • 125 Windows desktops • 25 servers	• Took up to a week to add a new user to the system • Needed twice the staff	• Takes less than two hours to add new users • Deploy systems with existing IT staff • An image can be updated within minutes

Training	General Details	Before	With Scale Computing
Customer A	• 1TB data • 10 VMs • 1 IT staff	• Siloed and complex piecemeal system built on VMware, resulting in $4,500 in training costs per year	• Simple, turnkey solution that can be run by others in case of emergency without training it's so easy to use

Scale-Out	General Details	Before	With Scale Computing
Customer A	• 50TB data • 50 VMs • 3 IT staff	• Traditional virtualization environment • VMware with Dell EMC storage, which were at EOL for a while • Failing disks and performance bottlenecks • Compute capacity issues	• Savings of 50% over 3-5 years

Downtime	General Details	Before	With Scale Computing
Customer A	• 20 VMs • 2 IT staff	• Recovery from a hardware failure running a critical workload took 1-8 hours	• Recovering from a hardware failure running a critical workload takes less than 10 minutes (83-97% reduction in recovery time)

Licensing	General Details	Before	With Scale Computing
Customer A	• 25TB data • 100 VMs • 2 IT staff	• VMware	• Saved 50% in licensing costs
Customer B	• 5 VMs • 1 IT staff	• VMware	• Saved 65-75% in licensing costs, roughly $50K
Customer C	• 7TB data • 10 VMs • 3 IT staff	• Tired of having to manage several different hosts • Three different Hyper-V machines and one VMware box, plus SAN and backup solutions	• Condensed the environment into one stack • One vendor "throat to choke"
Customer D	• 20TB data • 30 VMs • 3 IT staff	• Environment split between space in a local data center and on-premises system • High VMware and Unitrends licensing costs	• Easier to manage infrastructure and 30% savings in licensing YoY

Management	General Details	Before	With Scale Computing
Customer A	• 2TB data • 30 VMs • 2 IT staff	• VMware	• Less expensive overall than upgrade their entire traditional VMware infrastructure • Savings of 25-30% over 3-5 years
Customer B	• 20 VMs • 2 IT staff	• Multi-vendor solution	• Reduced time spent managing infrastructure by >75%
Customer C	• 11TB data • 20 VMs • 3 IT staff	• Multi-vendor solution	• Reduced time spent managing infrastructure by >50% • $25K less than vSAN
Customer D	• 10TB data • 10 VMs • 1 IT staff	• VMware solution • Complexity	• 50% of estimated VXrail and HyperFlex • Ease of use

IT Manager, Medium Enterprise
Media & Entertainment Company

SC//Platform drastically lowered TCO while increasing performance.”

Thomas Whitman, Program Manager
Jacobs Technology Group

SC//Platform provides simplicity of use as well as a lower projected long-term TCO.”