

Welcome to the Office 365 TCO Tool v1.0!

This tool will help you compare the costs of an Office 365 solution with an on-premises solution. Before starting, please view the user guide by clicking here.

What is the organization's name?
 How many qualified devices/users does the organization have?
 Where is the company located?
 Currency
 Which licensing contract should be used for on-premises software?
 When does the current EA/OV expire?
 Does the EA/OV include Microsoft Office?

ACME Manufacturing
300
United States
US\$
Open Value
2011
Yes

Select the Enterprise plan the customer will use for Office 365 by clicking on it. The button for the selected scenario will turn green.

Components

- Voice
- Office Pro Plus
- Voicemail & advanced archive capabilities
- Access/Excel/Form/Visio Services
- Office Web Apps
- Email, calendar, AV/AS, Personal Archive
- Collaboration w/ Sites
- Conferencing
- IM & presence

Enterprise Suites

Office 365 E1

Includes:
Exchange Plan 1
SharePoint Plan 1
Lync Plan 2

Office 365 E2

Includes:
Exchange Plan 1
SharePoint Plan 1
Lync Plan 2
Office Web Apps

Office 365 E3

Includes:
Exchange Plan 2
SharePoint Plan 2
Lync Plan 2
Office ProPlus
Office Web Apps

Office 365 E4

Includes:
Exchange Plan 2
SharePoint Plan 2
Lync Plan 2
Office ProPlus
Office Web Apps
Lync Plus (Voice)

Custom Scenario

I would like to enter a custom licensing or deployment scenario

Plans

Kiosk

- K1 Exchange Kiosk, SharePoint Kiosk
- K2 Exchange Kiosk, SharePoint Kiosk, Office Web Apps

Enterprise

- E1 Exchange Plan 1, SharePoint Plan 1, Lync Plan 2
- E2 Exchange Plan 1, SharePoint Plan 1, Lync Plan 2, Office Web Apps
- E3 Exchange Plan 2, SharePoint Plan 2, Lync Plan 2, Office Pro Plus, Office Web Apps
- E4 Exchange Plan 2, SharePoint Plan 2, Lync Plan 2, Lync Plus, Office Pro Plus, Office Web Apps

Standalones

- Exchange Online Plan 1- Email, calendar, contacts, AV/AS
- Exchange Online Plan 2 - Exchange Plan 1 plus Voicemail and Compliance Archiving (Legal Hold)
- Exchange Online Kiosk
- SharePoint Online Plan 1 - Team sites, MySites, Intranet sites, Extranet sites
- SharePoint Online Plan 2 - SharePoint Plan 1 plus Forms, Data visualization, Access/Excel/Visio Services
- Lync Online Plan 1 - IM/Presence
- Lync Online Plan 2 - Lync Plan 1 plus Conferencing
- Office Professional Plus
- Office Web Apps Plan 1 (includes SharePoint Plan 1)
- Office Web Apps Plan 2 (includes SharePoint Plan 2)

Online Licenses

-
250
-
-
50
-
-
-
-
-
-
-
-
-
-
-
-
-
-
-

User Count

- Exchange Users
- Lync Users
- SharePoint Users
- Office Client Users
- Office Web Apps Users

Office 365 Solution			On-Premises Comparison
Online Licenses Entered Above	Office 365 Online Users	On-premises users in hybrid solution	Total Users
300	300	-	300
50	50	250	300
300	300	-	300
50	50	250	300
300	300	-	300

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User Guide

Reset Sheet

Reset Entry



Return

International Settings

Exchange rate for locally purchased items

1.0000

Numerical display settings

Thousands Separator: ,
Decimal Symbol: .
Example of number format: 1,000.00

What are the average number of days worked per year?

Value for Calculations: 240
Suggested Value: 240

Inputs for Basic Analysis

On this page you will find the high-level inputs that can be used to customize the analysis for a specific organization. You may change the default values by editing the Blue cells labeled "Value for Calculations". Changing the default values to match the organization's actual situation will produce a more accurate analysis.

General Information

Cost Information

- What do you typically pay for hardware maintenance annually as a percent of hardware cost?
- After how many years do you typically refresh software?
- What do you typically pay for datacenter costs annually for each server?
- What is the average fully burdened salary of IT administrators?

Value for Calculations	Suggested Value
12%	12%
4	3
US\$ 1,000	US\$ 1,000
US\$ 94,080	US\$ 94,080

Core IO Capabilities

- In the Core IO model how do you rate your Desktop, Device, and Server Management capabilities?

Value for Calculations	Suggested Value
Standardized	Standardized

Product Information

Exchange Server

Current Email Environment

- What is your current messaging solution?
- What year was it deployed?
- How many users are supported?
- What is the current e-mail usage profile of employees with mailboxes?
 - Light - Average of 5 messages sent and 20 received per day
 - Average - Average of 10 messages sent and 40 received per day
 - Heavy - Average of 20 messages sent and 80 received per day
 - Very Heavy - Average of 30 messages sent and 120 received per day
 - Extra Heavy - Average of 40 messages sent and 160 received per day

Value for Calculations	Suggested Value
Exchange 2003	Exchange 2003
2004	2004
300	300
Average	Average

- What is the maximum number of e-mail accounts you are willing to put on one mailbox server?
- Do you have a high availability solution in place?
- How many users have RIM BlackBerry® devices?
- How many users use Windows phones or other ActiveSync devices?
- What mailbox size (in MB) will you provide?
- What type of storage will you use?

Value for Calculations	Suggested Value
300	4,000
None	None
-	-
-	-
3,000	5,000
DAS	DAS

Lync Server

Current Communications Environment

- What is your current Instant Messaging and Presence solution?
- Would you deploy an on-site Office Communications Server solution with High-Availability options?
- Do you want to enable Web or mobile access for users not on the corporate network?

Value for Calculations	Suggested Value
Other	OCS 2007 R2
No	Yes
Yes	Yes

SharePoint Server

Current Collaboration Environment

- What is your current collaboration solution?
- What year was it deployed?
- How many users are supported?
- Would you deploy an on-site SharePoint solution with High-Availability options?
- Which workloads are required for your collaboration solution?
 - Extranet
 - Intranet
 - Project and Team Collaboration
 - Enterprise Content Management
 - Workflow
 - MySites
 - Office Web Apps

Value for Calculations	Suggested Value
SharePoint 2007	SharePoint 2007
2008	2008
300	300
Yes	Yes

- How many project and team sites will you require?
- How much content in GB do you expect to be stored?

No	Yes
Yes	Yes
Yes	Yes
Yes	Yes
No	Yes
No	Yes
Yes	Yes
20	60
GB 60.0	60.0

Microsoft Office

- What version of Microsoft Office are you currently using?
- What year was it deployed?
- How many licenses do you own?

Value for Calculations	Suggested Value
Office 2003	Office 2007
2008	2008
300	300

Results

6-Year Cost Analysis

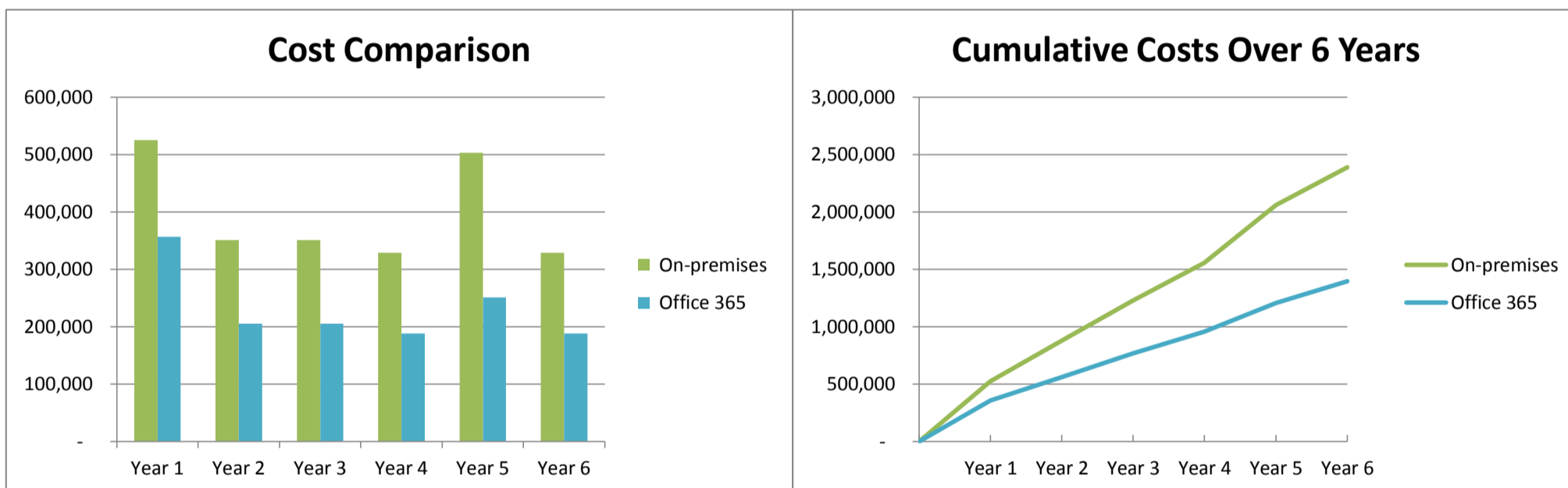
This chart compares the costs of deploying an on-premises solution with the costs of an Office 365 solution. The chart uses a six year outlook to include the cost of upgrading to the next version of the software.

You can change the years that upgrades occur for the on-premises solution using the inputs below. Currently the tool requires an upgrade to 2010 software in Year 1 if the customer is not already on the latest version.

Upgrade	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
Exchange	Yes	No	No	No	Yes	No
Lync	Yes	No	No	No	Yes	No
SharePoint	Yes	No	No	No	Yes	No
Microsoft Office	Yes	No	No	No	Yes	No

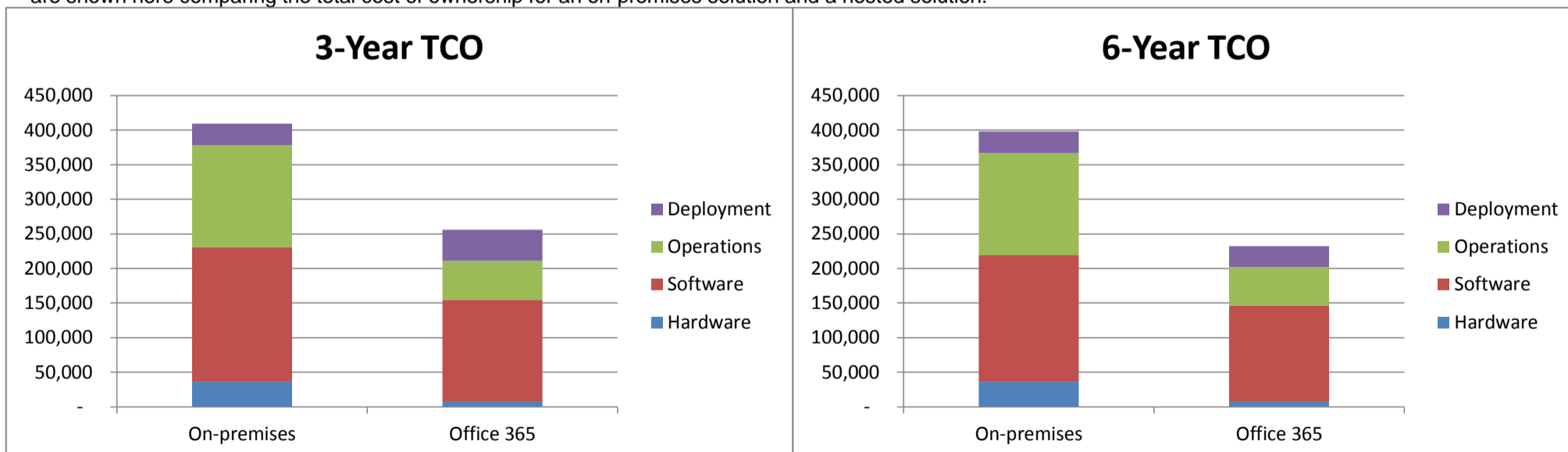
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Average
On-premises TCO							
Hardware	89,127	9,932	9,932	9,932	89,127	9,932	36,331
Software	194,355	194,355	194,355	171,787	171,787	171,787	183,071
Operations	147,052	147,052	147,052	147,052	147,052	147,052	147,052
Deployment	95,161	-	-	-	95,161	-	31,720
Total in US\$	525,696	351,340	351,340	328,772	503,128	328,772	398,174

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Average
Office 365 TCO							
Hardware	17,780	1,905	1,905	1,905	17,780	1,905	7,197
Software	147,627	147,627	147,627	130,441	130,441	130,441	139,034
Operations	55,805	55,805	55,805	55,805	55,805	55,805	55,805
Deployment	135,269	-	-	-	47,269	-	30,423
Total in US\$	356,481	205,337	205,337	188,151	251,295	188,151	232,458



TCO Analysis

TCO is the sum of all of the costs incurred for the software and services deployed divided by the number of years being analyzed. Both 3-year and 6-year results are shown here comparing the total cost of ownership for an on-premises solution and a hosted solution.



Start

Inputs

Results

Results

TCO
ComparisonOn-premises
TCO

Office 365 TCO

TCO Comparison

This sheet provides a detailed comparison of the costs of the Office 365 solution and on-premises solution by workload. The numbers are a six-year average.

	On-premises	Office 365
	Exchange 2010	Exchange Online
	300	300
Messaging		
Users		
Hardware	US\$ 11,762	US\$ -
Software and Services	US\$ 16,622	US\$ 6,072
Operations	US\$ 35,093	US\$ 9,827
Deployment and Migration	US\$ 7,782	US\$ 4,983
Total	US\$ 71,259	US\$ 20,882
Annual Cost per User	US\$ 237.53	US\$ 69.61
Monthly Cost per User	US\$ 19.79	US\$ 5.80
% difference versus On-premises	0%	-71%
	Lync 2010	Lync 2010
	300	300
Communications		
Users		
Hardware	US\$ 6,005	US\$ 7,197
Software and Services	US\$ 80,292	US\$ 79,537
Operations	US\$ 44,224	US\$ 33,724
Deployment and Migration	US\$ 12,756	US\$ 17,490
Total	US\$ 143,277	US\$ 137,947
Annual Cost per User	US\$ 477.59	US\$ 459.82
Monthly Cost per User	US\$ 39.80	US\$ 38.32
% difference versus On-premises	0%	-4%
	SharePoint 2010	SharePoint Online
	300	300
Collaboration		
Hardware	US\$ 18,564	US\$ -
Software and Services	US\$ 43,070	US\$ 6,072
Operations	US\$ 55,734	US\$ 6,254
Deployment and Migration	US\$ 8,182	US\$ 4,950
Total	US\$ 125,551	US\$ 17,276
Annual Cost per User	US\$ 418.50	US\$ 57.59
Monthly Cost per User	US\$ 34.88	US\$ 4.80
% difference versus On-premises	0%	-86%
	Office 2010	Office 2010 + Office Pro Plus Sub
	300	300
Microsoft Office		
Users		
Hardware	US\$ -	US\$ -
Software and Services	US\$ 43,087	US\$ 47,353
Operations	US\$ 12,000	US\$ 6,000
Deployment and Migration	US\$ 3,000	US\$ 3,000
Total	US\$ 58,087	US\$ 56,353
Annual Cost per User	US\$ 193.62	US\$ 187.84
Monthly Cost per User	US\$ 16.14	US\$ 15.65
% difference versus On-premises	0%	-3%
Other Software and Services	US\$ -	US\$ -
Total	On-premises	Office 365
Hardware	US\$ 36,331	US\$ 7,197
Software and Services	US\$ 183,071	US\$ 139,034
Operations	US\$ 147,052	US\$ 55,805
Deployment and Migration	US\$ 31,720	US\$ 30,423
Total	US\$ 398,174	US\$ 232,458
Total Annual Cost per User	US\$ 1,327.25	US\$ 774.86
Monthly Cost per User	US\$ 110.60	US\$ 64.57
% difference versus On-premises	0%	-42%

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Start Inputs Results

Microsoft Office 365 TCO Tool

Results TCO Comparison On-premises TCO Office 365 TCO

On-premises TCO

This tab contains more detailed information about the costs of the on-premises solution. The costs for each capability are shown for a 6-year period. You can modify the costs on this table and the changes will be reflected in the Results and TCO Comparison page. You can also click on the Details link next to each row to see additional information on the costs.

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Average	
Messaging - Exchange 2010								
Hardware	US\$ 29,058	3,113	3,113	3,113	29,058	3,113	11,762	Details
Software and Services	US\$ 17,771	17,771	17,771	15,473	15,473	15,473	16,622	Details
Operations	US\$ 35,093	35,093	35,093	35,093	35,093	35,093	35,093	Details
Deployment and Migration	US\$ 23,346	-	-	-	23,346	-	7,782	Details
Communications - Lync 2010								
Hardware	US\$ 14,205	1,905	1,905	1,905	14,205	1,905	6,005	Details
Software and Services	US\$ 90,306	90,306	90,306	70,279	70,279	70,279	80,292	Details
Operations	US\$ 44,224	44,224	44,224	44,224	44,224	44,224	44,224	Details
Deployment and Migration	US\$ 38,269	-	-	-	38,269	-	12,756	Details
Collaboration - SharePoint 2010								
Hardware	US\$ 45,864	4,914	4,914	4,914	45,864	4,914	18,564	Details
Software and Services	US\$ 43,192	43,192	43,192	42,949	42,949	42,949	43,070	Details
Operations	US\$ 55,734	55,734	55,734	55,734	55,734	55,734	55,734	Details
Deployment and Migration	US\$ 24,546	-	-	-	24,546	-	8,182	Details
Microsoft Office 2010								
Software and Services	US\$ 43,087	43,087	43,087	43,087	43,087	43,087	43,087	Details
Operations	US\$ 12,000	12,000	12,000	12,000	12,000	12,000	12,000	Details
Deployment and Migration	US\$ 9,000	-	-	-	9,000	-	3,000	Details
Other Software and Services	US\$ -	-	-	-	-	-	-	Details
Total	US\$ 89,127	9,932	9,932	9,932	89,127	9,932	36,331	
Hardware	US\$ 194,355	194,355	194,355	171,787	171,787	171,787	183,071	
Software and Services	US\$ 147,052	147,052	147,052	147,052	147,052	147,052	147,052	
Operations	US\$ 95,161	-	-	-	95,161	-	31,720	
Deployment and Migration	US\$ 525,696	351,340	351,340	328,772	503,128	328,772	398,174	
Total	US\$ 525,696	351,340	351,340	328,772	503,128	328,772	398,174	

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	Actual Cost for Acquisition	Expected Cost for Acquisition	Actual Annual Cost for Maintenance	Expected Annual Cost for Maintenance
Exchange Server 2010 Hardware				
Server	US\$ 12,975	US\$ 12,975	US\$ 1,557	US\$ 1,557
Storage	US\$ 12,970	US\$ 12,970	US\$ 1,556	US\$ 1,556
Backup	US\$ -	US\$ -	US\$ -	US\$ -
Gateway	US\$ -	US\$ -	US\$ -	US\$ -
Exchange Annual hardware cost	US\$ 25,945	US\$ 25,945	US\$ 3,113	US\$ 3,113
Lync Server 2010 Hardware				
Server	US\$ 12,300	US\$ 12,300	US\$ 1,905	US\$ 1,905
Gateway	US\$ -	US\$ -	US\$ -	US\$ -
Phone device	US\$ -	US\$ -	US\$ -	US\$ -
Hardware Load Balancer	US\$ -	US\$ -	US\$ -	US\$ -
Lync Annual hardware cost	US\$ 12,300	US\$ 12,300	US\$ 1,905	US\$ 1,905
SharePoint Server 2010 Hardware				
Server	US\$ 25,150	US\$ 25,150	US\$ 3,018	US\$ 3,018
Storage	US\$ 5,800	US\$ 5,800	US\$ 696	US\$ 696
Hardware Load Balancer	US\$ 10,000	US\$ 10,000	US\$ 1,200	US\$ 1,200
SharePoint Annual hardware cost	US\$ 40,950	US\$ 40,950	US\$ 4,914	US\$ 4,914

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	Average Annual Cost for Software	Expected Average Annual Cost for Software
Microsoft Exchange Server Software Licenses	US\$ 16,622	US\$ 16,622
Third-Party Software and Services for Messaging		
Archiving	US\$ -	US\$ -
Compliance	US\$ -	US\$ -
High-Availability/Clustering	US\$ -	US\$ -
Unified Messaging/Voice mail	US\$ -	US\$ -
Anti-virus	US\$ -	US\$ -
Anti-spam	US\$ -	US\$ -
Disaster recovery	US\$ -	US\$ -
Reporting and Monitoring	US\$ -	US\$ -
Other	US\$ -	US\$ -
Average Annual Messaging Software and Services cost	US\$ 16,622	US\$ 16,622
Microsoft Lync Server Software Licenses		
Average Annual Cost for Software	US\$ 27,588	US\$ 27,588
Third-Party Software and Services for Communications		
Audio Conferencing	US\$ 52,704	US\$ 52,704
Video Conferencing	US\$ -	US\$ -
Web Conferencing	US\$ -	US\$ -
Other	US\$ -	US\$ -
Average Annual Communications Software and Services cost	US\$ 80,292	US\$ 80,292
Microsoft SharePoint Server Software Licenses		
Average Annual Cost for Software	US\$ 43,070	US\$ 43,070
Third-Party Software and Services for Collaboration		
Other	US\$ -	US\$ -
Average Annual Collaboration Software and Services cost	US\$ 43,070	US\$ 43,070
Microsoft Office Software Licenses		
Actual Annual Cost for Software Assurance	US\$ 43,087	US\$ 43,087

Operations

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Exchange 2010 Operations Costs

	Value for Calculations	Suggested Value
# of administrators (Full-time equivalent)	0.31	0.31
Annual fully burdened cost per administrator	US\$ 94,080	US\$ 94,080
Administration cost	US\$ 28,788	US\$ 28,788
Help desk cost - internal or externally managed	US\$ 3,900	US\$ 3,900
Datacenter costs (utilities, space)	US\$ 2,405	US\$ 2,405
Cost of maintaining backups	US\$ -	US\$ -
Managed Services or consulting costs	US\$ -	US\$ -
Total annual cost for operations	US\$ 35,093	US\$ 35,093

Lync Server Operations Costs

	Value for Calculations	Suggested Value
# of administrators (Full-time equivalent)	0.30	0.30
Annual fully burdened cost per administrator	US\$ 94,080	US\$ 94,080
Administration cost	US\$ 28,224	US\$ 28,224
Help desk cost - internal or externally managed	US\$ 12,000	US\$ 12,000
Datacenter costs (utilities, space)	US\$ 4,000	US\$ 4,000
Managed Services or consulting costs	US\$ -	US\$ -
Total annual cost for operations	US\$ 44,224	US\$ 44,224

SharePoint Server Operations Costs

	Value for Calculations	Suggested Value
# of administrators (Full-time equivalent)	0.42	0.42
Annual fully burdened cost per administrator	US\$ 94,080	US\$ 94,080
Administration cost	US\$ 39,626	US\$ 39,626
Help desk cost - internal or externally managed	US\$ 4,500	US\$ 4,500
Datacenter costs (utilities, space)	US\$ 7,000	US\$ 7,000
Cost of maintaining backups	US\$ 4,608	US\$ 4,608
Managed Services or consulting costs	US\$ -	US\$ -
Total annual cost for operations	US\$ 55,734	US\$ 55,734

Microsoft Office Operations Costs

	Value for Calculations	Suggested Value
# of administrators (Full-time equivalent)	-	-
Annual fully burdened cost per administrator	US\$ 94,080	US\$ 94,080
Administration cost	US\$ -	US\$ -
Help desk cost - internal or externally managed	US\$ 12,000	US\$ 12,000
Managed Services or consulting costs	US\$ -	US\$ -
Total annual cost for operations	US\$ 12,000	US\$ 12,000

Deployment and Migration

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Exchange Deployment and Migration Costs

	Value for Calculations	Suggested Value
What percentage of the planning and deployment effort will be handled internally?	40%	40%
What is your cost for professional services?	US\$ 130	US\$ 130
Architecture Design, Deployment, and Testing		
How much time will you spend on planning , design, and preparation for deployment?	hours 100	100
How much time will you spend on pilot programs and testing?	hours 30	30
How much time will you spend on integration and customization?	hours 29	29
How much time will be spent implementing mobile access?	hours -	-
How long does it take to deploy and test the software for each server role?	hours 4	4
How long does it take to deploy each physical server?	hours 4	4
How long does it take to deploy new tape backup systems?	hours 24	24
User and Data Migration		
How much time will you spend on planning and preparation for migration?	hours 14	14
How long does it take to set up user accounts?	hours 10	10
How long does it take to migrate each mailbox (assumes 1GB/hour)?	minutes 6	6
How long will you spend migrating storage and tape backup systems?	hours 11	11
Estimate any additional costs required for migration or deployment	US\$ -	US\$ -
Total Migration effort in hours	239	239
Cost for internal IT effort	US\$ 4,688	US\$ 4,688
Cost for professional services	US\$ 18,658	US\$ 18,658
Total cost for migration	US\$ 23,346	US\$ 23,346

OCS/Lync Deployment and Migration Costs

	Value for Calculations	Suggested Value
What percentage of the planning and deployment effort will be handled internally?	40%	40%
What is your cost for professional services?	US\$ 130	US\$ 130
Architecture Design, Deployment, and Testing		
How much time will you spend on planning and preparation for deployment?	hours 240	240
How much time will you spend on pilot programs and testing?	hours 80	80
How much time will you spend on setting up your PKI infrastructure for OCS?	hours 4	4
How long does it take to deploy the software for each server role?	hours 4	4
How long does it take to deploy each physical server?	hours 4	4
How long does it take to deploy and configure each load balancer?	hours 8	8
How long does it take to deploy and configure each gateway/dial plan?	hours 24	24
User and Data Migration		
How much time will you spend on planning and preparation for migration?	hours 27	27
How long does it take to set up user accounts?	hours 10	10
Estimate any additional costs required for the migration	US\$ -	US\$ -
Total Migration effort in hours	392	392
Cost for internal IT effort	US\$ 7,685	US\$ 7,685
Cost for professional services	US\$ 30,584	US\$ 30,584
Total cost for migration	US\$ 38,269	US\$ 38,269

SharePoint/ Deployment and Migration Costs

	Value for Calculations	Suggested Value
What percentage of the planning and deployment effort will be handled internally?	40%	40%
What is your cost for professional services?	US\$ 130	US\$ 130
Architecture Design, Deployment, and Testing		
How much time will you spend on planning , design, and preparation for deployment?	hours 30	30
How much time will you spend on pilot programs and testing?	hours 12	12
How much time will you spend on integration and customization?	hours 46	46
How long does it take to deploy the software for each server role?	hours 4	4
How long does it take to deploy each physical server?	hours 4	4
User and Data Migration		
How much time will you spend on planning and preparation for migration?	hours 46	46
How long does it take to set up user accounts?	hours 10	10
How much time will be spent migrating data to SharePoint?	hours 60	60
Estimate any additional costs required for the migration	US\$ -	US\$ -
Total Migration effort in hours	252	252
Cost for internal IT effort	US\$ 4,929	US\$ 4,929
Cost for professional services	US\$ 19,617	US\$ 19,617
Total cost for migration	US\$ 24,546	US\$ 24,546

Office Deployment Costs

	Value for Calculations	Suggested Value
How will you deploy?	Pull Install Script	Pull Install Script
How much time will you spend creating the image or installation package?	hours -	-
Cost per computer to deploy?	US\$ 30	US\$ 30
Number of computers	300	300
Estimate any additional costs required for the migration	US\$ -	US\$ -
Total Migration effort in hours	-	-
Cost for internal IT effort	US\$ -	US\$ -

1 Total cost for migration

US\$	9,000	US\$	9,000
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Start Inputs Results

Results TCO Comparison On-premises TCO Office 365 TCO

Office 365 TCO

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Average
Messaging - Exchange Online							
Hardware	US\$ -	-	-	-	-	-	-
Software and Services	US\$ 6,072	6,072	6,072	6,072	6,072	6,072	6,072
Operations	US\$ 9,827	9,827	9,827	9,827	9,827	9,827	9,827
Deployment and Migration	US\$ 29,900	-	-	-	-	-	4,983
Communications - Lync Server 2010							
Hardware	US\$ 17,780	1,905	1,905	1,905	17,780	1,905	7,197
Software and Services	US\$ 88,130	88,130	88,130	70,943	70,943	70,943	79,537
Operations	US\$ 33,724	33,724	33,724	33,724	33,724	33,724	33,724
Deployment and Migration	US\$ 66,669	-	-	-	38,269	-	17,490
Collaboration - SharePoint Online							
Hardware	US\$ -	-	-	-	-	-	-
Software and Services	US\$ 6,072	6,072	6,072	6,072	6,072	6,072	6,072
Operations	US\$ 6,254	6,254	6,254	6,254	6,254	6,254	6,254
Deployment and Migration	US\$ 29,700	-	-	-	-	-	4,950
Microsoft Office Professional Plus Subscription and Microsoft Office 2010							
Software and Services	US\$ 47,353	47,353	47,353	47,353	47,353	47,353	47,353
Operations	US\$ 6,000	6,000	6,000	6,000	6,000	6,000	6,000
Deployment and Migration	US\$ 9,000	-	-	-	9,000	-	3,000
Other Software and Services	US\$ -	-	-	-	-	-	-
Total							
Hardware	US\$ 17,780	1,905	1,905	1,905	17,780	1,905	7,197
Software and Services	US\$ 147,627	147,627	147,627	130,441	130,441	130,441	139,034
Operations	US\$ 55,805	55,805	55,805	55,805	55,805	55,805	55,805
Deployment and Migration	US\$ 135,269	-	-	-	47,269	-	30,423
Total	US\$ 356,481	205,337	205,337	188,151	251,295	188,151	232,458

Hardware [Back to Top](#)

	Actual Cost for Acquisition	Expected Cost for Acquisition	Actual Annual Cost for Maintenance	Expected Annual Cost for Maintenance
Exchange Online Hardware				
Server	US\$ -	US\$ -	US\$ -	US\$ -
Storage	US\$ -	US\$ -	US\$ -	US\$ -
Backup	US\$ -	US\$ -	US\$ -	US\$ -
Gateway	US\$ -	US\$ -	US\$ -	US\$ -
Exchange Annual hardware cost	US\$ -	US\$ -	US\$ -	US\$ -

	Actual Cost for Acquisition	Expected Cost for Acquisition	Actual Annual Cost for Maintenance	Expected Annual Cost for Maintenance
Lync Online Hardware				
Server	US\$ 15,875	US\$ 15,875	US\$ 1,905	US\$ 1,905
Gateway	US\$ -	US\$ -	US\$ -	US\$ -
Phone device	US\$ -	US\$ -	US\$ -	US\$ -
Hardware Load Balancer	US\$ -	US\$ -	US\$ -	US\$ -
Lync Annual hardware cost	US\$ 15,875	US\$ 15,875	US\$ 1,905	US\$ 1,905

	Actual Cost for Acquisition	Expected Cost for Acquisition	Actual Annual Cost for Maintenance	Expected Annual Cost for Maintenance
SharePoint Online Hardware				
Server	US\$ -	US\$ -	US\$ -	US\$ -
Storage	US\$ -	US\$ -	US\$ -	US\$ -
Hardware Load Balancer	US\$ -	US\$ -	US\$ -	US\$ -
SharePoint Annual hardware cost	US\$ -	US\$ -	US\$ -	US\$ -

Software and Services [Back to Top](#)

	Average Annual Cost for Software	Expected Average Annual Cost for Software
Microsoft Exchange Online Software Costs	US\$ 6,072	US\$ 6,072

	Actual Total Annual Cost	Estimated Total Annual Cost
Third-Party Software and Services for Messaging		
Archiving	US\$ -	US\$ -
Compliance	US\$ -	US\$ -
High-Availability/Clustering	US\$ -	US\$ -
Unified Messaging/Voice mail	US\$ -	US\$ -
Anti-virus	US\$ -	US\$ -
Anti-spam	US\$ -	US\$ -
Disaster recovery	US\$ -	US\$ -
Reporting and Monitoring	US\$ -	US\$ -
Other	US\$ -	US\$ -
Average Annual Messaging Software and Services cost	US\$ 6,072	US\$ 6,072

	Average Annual Cost for Software	Expected Average Annual Cost for Software
Microsoft Lync Online Software Costs	US\$ 26,833	US\$ 26,833

	Actual Total Annual Cost	Estimated Total Annual Cost
Third-Party Software and Services for Communications		
Audio Conferencing Bridges	US\$ 52,704	US\$ 52,704
Video Conferencing	US\$ -	US\$ -
Web Conferencing	US\$ -	US\$ -
Other	US\$ -	US\$ -
Average Annual Communications Software and Services cost	US\$ 79,537	US\$ 79,537

	Average Annual Cost for Software	Expected Average Annual Cost for Software
Microsoft SharePoint Online Software Licenses	US\$ 6,072	US\$ 6,072

	Actual Total Annual Cost	Estimated Total Annual Cost
Third-Party Software and Services for Collaboration		
Other	US\$ -	US\$ -
Average Annual Collaboration Software and Services cost	US\$ 6,072	US\$ 6,072

	Actual Annual Cost for Software Assurance	Expected Annual Cost for Software Assurance
Microsoft Office Software Licenses	US\$ 47,353	US\$ 47,353

Operations On-Premises [Back to Top](#) Office 365

	Value for Calculations	Suggested Value	Value for Calculations	Suggested Value
Exchange Operations Costs	Users	0	300	
# of administrators (Full-time equivalent)	-	-	0.06	0.06
Annual fully burdened cost per administrator	US\$ 94,080	US\$ 94,080	US\$ 94,080	US\$ 94,080
Administration cost	US\$ -	US\$ -	US\$ 5,927	US\$ 5,927
Help desk cost - internal or externally managed	US\$ -	US\$ -	US\$ 3,900	US\$ 3,900
Datacenter costs (utilities, space)	US\$ -	US\$ -		
Cost of maintaining backups	US\$ -	US\$ -		
Managed Services or consulting costs	US\$ -	US\$ -		

Total annual cost for operations US\$ - Suggested Value US\$ - Value for Calculations US\$ 9,827 Suggested Value US\$ 9,827

	Value for Calculations	Suggested Value	Value for Calculations	Suggested Value
Lync Operations Costs	Users	300	0	
# of administrators (Full-time equivalent)	0.30	0.30	-	-
Annual fully burdened cost per administrator	US\$ 94,080	US\$ 94,080	US\$ 94,080	US\$ 94,080
Administration cost	US\$ 28,224	US\$ 28,224	US\$ -	US\$ -
Help desk cost - internal or externally managed	US\$ 1,500	US\$ 1,500	US\$ -	US\$ -
Datacenter costs (utilities, space)	US\$ 4,000	US\$ 4,000		
Managed Services or consulting costs	US\$ -	US\$ -		

Total annual cost for operations US\$ 33,724 Suggested Value US\$ 33,724 Value for Calculations US\$ - Suggested Value US\$ -

	Value for Calculations	Suggested Value	Value for Calculations	Suggested Value
SharePoint Operations Costs	Users	0	300	
# of administrators (Full-time equivalent)	-	-	0.06	0.06
Annual fully burdened cost per administrator	US\$ 94,080	US\$ 94,080	US\$ 94,080	US\$ 94,080
Administration cost	US\$ -	US\$ -	US\$ 5,504	US\$ 5,504
Help desk cost - internal or externally managed	US\$ -	US\$ -	US\$ 750	US\$ 750
Datacenter costs (utilities, space)	US\$ -	US\$ -		
Cost of maintaining backups	US\$ -	US\$ -		
Managed Services or consulting costs	US\$ -	US\$ -		

Total annual cost for operations US\$ - Suggested Value US\$ - Value for Calculations US\$ 6,254 Suggested Value US\$ 6,254

	Value for Calculations	Suggested Value	Value for Calculations	Suggested Value
Microsoft Office Operations Costs	Users	250	50	
# of administrators (Full-time equivalent)	-	-	-	-
Annual fully burdened cost per administrator	US\$ 94,080	US\$ 94,080	US\$ 94,080	US\$ 94,080
Administration cost	US\$ -	US\$ -	US\$ -	US\$ -
Help desk cost - internal or externally managed	US\$ 5,000	US\$ 5,000	US\$ 1,000	US\$ 1,000
Managed Services or consulting costs	US\$ -	US\$ -	US\$ -	US\$ -

Total annual cost for operations US\$ 5,000 Suggested Value US\$ 5,000 Value for Calculations US\$ 1,000 Suggested Value US\$ 1,000

Deployment and Migration [Back to Top](#)

	Value for Calculations	Suggested Value
Will you deploy Office 365 internally or use a partner?	Partner	Partner
What is your cost for professional services?	US\$ 130	US\$ 130
Do you have a single forest Active Directory?	Yes	Yes
Cost for Active Directory setup	US\$ 40,000	US\$ 40,000
Cost for advanced AD and directory sync scenarios	US\$ -	US\$ -
Cost for Active Directory Federation Services setup	US\$ 40,000	US\$ 40,000
Hours Spent Deploying Services Connector/Lync Client	hours 40	hours 40

	Value for Calculations	Suggested Value
Exchange Online		
Cost per mailbox for migration	US\$ 30	US\$ 30
Licensing for 3rd party migration tools	US\$ -	US\$ -
Hours for archive migration/ PST imports	hours -	hours -
Hours for Public folder remediation	hours -	hours -
Hours spent deploying Exchange Unified Messaging voice mail	hours -	hours -
Cost for communication and training	US\$ -	US\$ -
Cost for project management	US\$ -	US\$ -

	Value for Calculations	Suggested Value
Lync Online		
Hours for application migration	hours -	hours -
Hours to set up Federation	hours -	hours -
Cost for communication and training	US\$ -	US\$ -
Cost for project management	US\$ -	US\$ -

	Value for Calculations	Suggested Value
SharePoint Online		
Hours for content migration	hours 10	hours 10
Hours for application migration	hours -	hours -
Licensing for 3rd party migration tools	US\$ -	US\$ -
Cost for communication and training	US\$ -	US\$ -
Cost for project management	US\$ -	US\$ -
Total Migration effort in hours	50	50
Cost for internal IT effort	US\$ -	US\$ -
Cost for professional services	US\$ 88,000	US\$ 88,000
Total cost for migration	US\$ 88,000	US\$ 88,000
Cost for Exchange Online	US\$ 29,900	US\$ 29,900
Cost for Lync Online	US\$ 28,400	US\$ 28,400
Cost for SharePoint Online	US\$ 29,700	US\$ 29,700

	Value for Calculations	Suggested Value
Exchange 2010 Deployment and Migration Costs		
What percentage of the planning and deployment effort will be handled internally?	40%	40%
What is your cost for professional services?	US\$ 130	US\$ 130
Architecture Design, Deployment, and Testing		
How much time will you spend on planning, design, and preparation for deployment?	hours -	hours -
How much time will you spend on pilot programs and testing?	hours -	hours -
How much time will you spend on integration and customization?	hours -	hours -
How much time will be spent implementing mobile access?	hours -	hours -
How long does it take to deploy and test the software for each server role?	hours 4	hours 4
How long does it take to deploy each physical server?	hours 4	hours 4
How long does it take to deploy new tape backup systems?	hours 24	hours 24
User and Data Migration		
How much time will you spend on planning and preparation for migration?	hours -	hours -
How long does it take to set up user accounts?	hours -	hours -
How long does it take to migrate each mailbox (assumes 1GB/hour)?	minutes 6	minutes 6
How long will you spend migrating storage and tape backup systems?	hours -	hours -
Estimate any additional costs required for migration or deployment	US\$ -	US\$ -

Total Migration effort in hours	-	-
Cost for internal IT effort	US\$ -	US\$ -
Cost for professional services	US\$ -	US\$ -
Total cost for migration	US\$ -	US\$ -

		Value for Calculations	Suggested Value
1	Lync 2010 Deployment and Migration Costs		
1	What percentage of the planning and deployment effort will be handled internally?	40%	40%
1	What is your cost for professional services?	US\$ 130	US\$ 130
1	Architecture Design, Deployment, and Testing		
1	How much time will you spend on planning and preparation for deployment?	hours 240	240
1	How much time will you spend on pilot programs and testing?	hours 80	80
1	How much time will you spend on setting up your PKI infrastructure for OCS?	hours 4	4
1	How long does it take to deploy the software for each server role?	hours 4	4
1	How long does it take to deploy each physical server?	hours 4	4
1	How long does it take to deploy and configure each load balancer?	hours 8	8
1	How long does it take to deploy and configure each gateway/dial plan?	hours 24	24
1	User and Data Migration		
1	How much time will you spend on planning and preparation for migration?	hours 27	27
1	How long does it take to set up user accounts?	hours 10	10
1	Estimate any additional costs required for the migration	US\$ -	US\$ -
1	Total Migration effort in hours	392	392
1	Cost for internal IT effort	US\$ 7,685	US\$ 7,685
1	Cost for professional services	US\$ 30,584	US\$ 30,584
1	Total cost for migration	US\$ 38,269	US\$ 38,269
1	SharePoint 2010 Deployment and Migration Costs		
1	What percentage of the planning and deployment effort will be handled internally?	40%	40%
1	What is your cost for professional services?	US\$ 130	US\$ 130
1	Architecture Design, Deployment, and Testing		
1	How much time will you spend on planning, design, and preparation for deployment?	hours -	-
1	How much time will you spend on pilot programs and testing?	hours -	-
1	How much time will you spend on integration and customization?	hours -	-
1	How long does it take to deploy the software for each server role?	hours 4	4
1	How long does it take to deploy each physical server?	hours 4	4
1	User and Data Migration		
1	How much time will you spend on planning and preparation for migration?	hours -	-
1	How long does it take to set up user accounts?	hours -	-
1	How much time will be spent migrating data to SharePoint?	hours -	-
1	Estimate any additional costs required for the migration	US\$ -	US\$ -
1	Total Migration effort in hours	-	-
1	Cost for internal IT effort	US\$ -	US\$ -
1	Cost for professional services	US\$ -	US\$ -
1	Total cost for migration	US\$ -	US\$ -
1	Office Pro Plus 2010 Deployment Costs		
1	How will you deploy	Pull Install Script	Pull Install Script
1	How much time will you spend creating the image or installation package?	hours -	-
1	Cost per computer to deploy?	US\$ 30	US\$ 30
1	Number of computers	300	300
1	Estimate any additional costs required for the migration	US\$ -	US\$ -
1	Total Migration effort in hours	-	-
1	Cost for internal IT effort	US\$ -	US\$ -
1	Total cost for migration	US\$ 9,000	US\$ 9,000

Other
Other
Total

US\$	-	-	-	-	-	-
US\$	-	-	-	-	-	-
US\$	141,651	141,651	141,651	119,083	119,083	119,083
US\$	-	-	-	-	-	-

je
5,622
7,588
3,070
3,087

-
0,367

Office 365 Software Costs

The software costs shown on this page are estimates only and your actual software cost may differ. To obtain your actual software costs please work with your account manager or your reseller. You can then enter that value into the tool on the Office 365 TCO and On-premises TCO pages. You may also update the software prices used by clicking on the Licensing Information button.

Licensing Information

On-Premises Software Licenses

	Licenses Required	True-up/down	Licenses under SA
Exchange Server Standard Edition	-	-	-
Exchange Server Enterprise Edition	-	-	-
Exchange Server Standard CAL	-	-	-
Exchange Server Enterprise CAL	-	-	-
SharePoint Server	-	-	-
SharePoint Server Internet	-	-	-
SharePoint Server Standard CAL	-	-	-
SharePoint Server Enterprise CAL	-	-	-
Lync Server Standard Edition	1	-	-
Lync Server Enterprise Edition	1	-	-
Lync Server Standard CAL	250	-	-
Lync Server Enterprise CAL	250	-	-
Lync Server Plus CAL	-	-	-
SQL Server Standard Edition	2	-	-
SQL Server Enterprise Edition	-	-	-
SQL Server CAL	-	-	-
ISA Server	-	-	-
Windows Server Standard Edition	-	-	4
Windows Server Enterprise Edition	-	-	-
Windows Server CAL	-	-	-
Rights Management Services CAL	-	-	-
Office Professional Plus	-	-	250
Core CAL Suite	-	-	-
Core CAL Bridge for Office 365	-	-	-
Enterprise CAL Suite	-	-	-
Enterprise CAL Bridge for Office 365	-	-	-
BlackBerry® Enterprise Server	-	-	-
BlackBerry® Enterprise CAL	-	-	-

Licenses Required

Live Meeting Standard	-
Live Meeting Professional	-
Public IM Access	-
Forefront Online Protection for Exchange	-
Exchange Hosted Archiving	-
Exchange Hosted Continuity	-
Exchange Hosted Encryption	-
Forefront for Exchange	-
Forefront for Lync	300
Forefront for SharePoint	-
BlackBerry® Support	-
BlackBerry® Phone Data Plan	-
Other Phone Data Plan	-

Office 365 Licensing

Licenses Required

Information Workers

E4	-
E3	50
E2	-
E1	-
Exchange Online Plan 1	-
Exchange Online Plan 2	-
SharePoint Online Plan 1	-
SharePoint Online Plan 2	-
Lync Online Plan 1	-
Lync Online Plan 2	-
Office Professional Plus	-
Office Web Apps Plan 1	-
Office Web Apps Plan 2	-

Kiosk Users

K1	-
K2	250
Exchange Online Kiosk	-
Additional Storage	GB -
Extranet (PAL)	-
BlackBerry® User fee	-

Total Software Cost by Product

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Average
Exchange Server	US\$ 6,072	6,072	6,072	6,072	6,072	6,072	6,072
Lync Server	US\$ 35,426	35,426	35,426	18,239	18,239	18,239	26,833
SharePoint Server	US\$ 6,072	6,072	6,072	6,072	6,072	6,072	6,072
Microsoft Office	US\$ 47,353	47,353	47,353	47,353	47,353	47,353	47,353
Other	US\$ -	-	-	-	-	-	-
Total	US\$ 94,923	94,923	94,923	77,737	77,737	77,737	86,330

On-premises Lync Server Hardware Costs

What percentage of users will receive these options?

- Logging/Archiving
- Remote and Mobile Access
- Group Chat
- Public IM Access
- Forefront
- Audio Conferencing Bridges

?	100%	100%
?	100%	100%
?	0%	0%
?	100%	100%
?	100%	100%
?	0%	0%
?	-	-
?	100%	100%
?	-	-
?	0%	0%
?	-	-
?	-	-

How will you deploy enterprise voice among your office locations

- How many central or headquarters locations will receive voice?
- What percentage of voice users are at central locations?
- How many remote locations will receive voice?
- What percentage of voice users are at remote locations?
- How many of these remote locations have redundant networking connections?
- # of exit points to the PSTN

Architecture

Type of deployment	Standard	Standard
Type of Edge deployment	Consolidated	Consolidated

Servers

Server Specifications

	Actual	Estimated	Cores	Speed	RAM
Standard	1	1	4	2.60 GHz	4 GB
Front End	-	-	4	2.60 GHz	2 GB
A/V Conferencing	-	-	4	3.00 GHz	4 GB
Back-end SQL Server	-	-	8	2.60 GHz	16 GB
Back-end SQL Server Cluster	-	-	8	2.60 GHz	16 GB
Edge	1	1	4	2.60 GHz	2 GB
ISA (Reverse Proxy)	-	-	2	2.60 GHz	2 GB
Web Access Server	1	1	2	3.20 GHz	4 GB
IM Archiving	1	1	4	2.60 GHz	16 GB
Director	-	-	4	2.60 GHz	4 GB
Group Chat	-	-	8	2.60 GHz	8 GB
Monitoring Server (QoE/CDR)	-	-	2	2.60 GHz	4 GB
Mediation servers	-	-	2	2.60 GHz	4 GB
Load Balancers	-	-	-	-	-
Standard digital voice gateways	-	-	-	-	-
Analog gateways	-	-	-	-	-
Survivable Branch Appliances	-	-	-	-	-
IP-enabled phones	-	-	-	-	-
USB headsets	-	-	-	-	-
USB handsets	-	-	-	-	-

	Actual Cost	Estimated Cost	Total Hardware Acquisition Cost	Estimated Hardware Acquisition Cost	Actual Annual Maintenance per server	Estimated Annual Maintenance per server	Total Annual Cost	Estimated Annual Cost
Standard	US\$ 3,575	3,575	US\$ -	-	US\$ 429	429	US\$ 429	429
Front End	US\$ 3,325	3,325	US\$ -	-	US\$ 399	399	US\$ -	-
A/V Conferencing	US\$ 3,775	3,775	US\$ -	-	US\$ 453	453	US\$ -	-
Back-end SQL Server	US\$ 5,400	5,400	US\$ -	-	US\$ 648	648	US\$ -	-
Back-end SQL Server Cluster	US\$ 5,400	5,400	US\$ -	-	US\$ 648	648	US\$ -	-
Edge	US\$ 3,325	3,325	US\$ 3,325	3,325	US\$ 399	399	US\$ 399	399
ISA (Reverse Proxy)	US\$ 3,225	3,225	US\$ -	-	US\$ 387	387	US\$ -	-
Web Access Server	US\$ 3,775	3,775	US\$ 3,775	3,775	US\$ 453	453	US\$ 453	453
IM Archiving	US\$ 5,200	5,200	US\$ 5,200	5,200	US\$ 624	624	US\$ 624	624
Director	US\$ 3,575	3,575	US\$ -	-	US\$ 429	429	US\$ -	-
Group Chat	US\$ 3,900	3,900	US\$ -	-	US\$ 468	468	US\$ -	-
Monitoring Server (QoE/CDR)	US\$ 3,475	3,475	US\$ -	-	US\$ 417	417	US\$ -	-
Mediation servers	US\$ 4,000	4,000	US\$ -	-	US\$ 480	480	US\$ -	-
Load Balancers	US\$ 10,000	10,000	US\$ -	-	US\$ 1,200	1,200	US\$ -	-
Standard digital voice gateways	US\$ 4,000	4,000	US\$ -	-	US\$ 480	480	US\$ -	-
Analog gateways	US\$ 5,000	5,000	US\$ -	-	US\$ 600	600	US\$ -	-
Survivable Branch Appliances	US\$ 5,000	5,000	US\$ -	-	US\$ 600	600	US\$ -	-
IP-enabled phones	US\$ 250	250	US\$ -	-	US\$ 30	30	US\$ -	-
USB headsets	US\$ 100	100	US\$ -	-	US\$ -	-	US\$ -	-
USB handsets	US\$ 65	65	US\$ -	-	US\$ -	-	US\$ -	-

Total hardware acquisition cost

US\$ 12,300 12,300

Total annual hardware cost

US\$ 1,905 1,905

Access	US\$ 3,325	3,325	US\$ -	-	US\$ 399	399	US\$ -	-
Web conferencing	US\$ 3,325	3,325	US\$ -	-	US\$ 399	399	US\$ -	-
A/V Conferencing	US\$ 3,775	3,775	US\$ -	-	US\$ 453	453	US\$ -	-
ISA (Reverse Proxy)	US\$ 3,225	3,225	US\$ -	-	US\$ 387	387	US\$ -	-
Web Access Server	US\$ 3,775	3,775	US\$ 3,775	3,775	US\$ 453	453	US\$ 453	453
IM Archiving	US\$ 5,200	5,200	US\$ 5,200	5,200	US\$ 624	624	US\$ 624	624
Director	US\$ 3,575	3,575	US\$ -	-	US\$ 429	429	US\$ -	-
Group Chat	US\$ 3,900	3,900	US\$ -	-	US\$ 468	468	US\$ -	-
Monitoring Server (QoE/CDR)	US\$ 3,475	3,475	US\$ -	-	US\$ 417	417	US\$ -	-
Mediation servers	4,000	4,000	US\$ -	-	US\$ 480	480	US\$ -	-
Load Balancers	US\$ 10,000	10,000	US\$ -	-	US\$ 1,200	1,200	US\$ -	-
Standard digital voice gateways	4,000	4,000	US\$ -	-	US\$ 480	480	US\$ -	-
Analog gateways	5,000	5,000	US\$ -	-	US\$ 600	600	US\$ -	-
Survivable Branch Appliances	5,000	5,000	US\$ -	-	US\$ 600	600	US\$ -	-
IP-enabled phones	250	250	US\$ -	-	US\$ 30	30	US\$ -	-
USB headsets	100	100	US\$ -	-	US\$ -	-	US\$ -	-
USB handsets	65	65	US\$ -	-	US\$ -	-	US\$ -	-
Total hardware acquisition cost			US\$ 15,875	15,875	Total annual hardware cost	US\$ 1,905	1,905	

On-premises Exchange Server Hardware Costs

What percentage of users access e-mail remotely through:

- Outlook Web Access
- Outlook Anywhere
- ActiveSync mobile device (e.g. Windows Mobile)
- Non-ActiveSync mobile device (e.g. RIM Blackberry)

10%	10%
5%	5%
-	-
-	-
300	300

What is the maximum number of e-mail accounts you are willing to put on one mailbox server?

Exchange Server 2010

Will you use Database Availability Groups (DAG) for high availability?

- What percentage of server redundancy will you use?
- How many total copies will you make of each database?

	Value for Calculations	Suggested Value
	No	No
	0%	0%
	2	2
	Yes	Yes
MB	3,000	3,000
	50	50
MB	6,000	6,000
	Yes	Yes

Will you deploy Rights Management Server to take advantage of Control Point IRM?

What average mailbox size in MB are you planning for Exchange Server 2010?

How many users will have a personal archive?

What size personal archive will you provide in MB?

Will you use a separate storage system for archived mail?

On-premises users	-	-
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How many Exchange users will receive voice mail through Unified Messaging?

Exchange 2010 Servers

Server Specifications

	Actual	Estimated	Cores	Speed	RAM
Mailbox Servers	1	1	4	2.8 GHz	64 GB
Hub Transport Servers	-	-	4	2.8 GHz	4 GB
Client Access Servers	-	-	4	2.8 GHz	8 GB
Edge Transport Servers	1	1	4	2.8 GHz	4 GB
Global Catalog Servers	-	-	4	2.8 GHz	4 GB
Unified Messaging Servers	-	-	8	2.8 GHz	8 GB
Gateways	-	-			
BlackBerry® Enterprise Server	-	-			
SQL Server	-	-			

	Actual Cost	Estimated Cost	Total Hardware Acquisition Cost	Estimated Hardware Acquisition Cost	Actual Annual Maintenance per server	Estimated Annual Maintenance per server	Total Annual Cost	Estimated Annual Cost
Mailbox Servers	US\$ 8,300	8,300	US\$ 8,300	8,300	US\$ 996	996	US\$ 996	996
Hub Transport Servers	US\$ 4,675	4,675	US\$ -	-	US\$ 561	561	US\$ -	-
Client Access Servers	US\$ 3,800	3,800	US\$ -	-	US\$ 456	456	US\$ -	-
Edge Transport Servers	US\$ 4,675	4,675	US\$ 4,675	4,675	US\$ 561	561	US\$ 561	561
Global Catalog Servers	US\$ 3,675	3,675	US\$ -	-	US\$ 441	441	US\$ -	-
Unified Messaging Servers	US\$ 6,100	6,100	US\$ -	-	US\$ 732	732	US\$ -	-
Gateways	US\$ 3,000	3,000	US\$ -	-	US\$ 360	360	US\$ -	-
BlackBerry® Enterprise Server	US\$ -	-	US\$ -	-	US\$ -	-	US\$ -	-
SQL Server	US\$ 10,400	10,400	US\$ -	-	US\$ 1,248	1,248	US\$ -	-

Exchange 2010 Storage

Storage Specifications

Storage Type	DAS
RAID	RAID 10
Spindle Speed	7,200
Cost per GB	US\$ 2.88

	Actual	Estimated	Total Hardware Acquisition Cost	Estimated Hardware Acquisition Cost	Actual Annual Maintenance	Estimated Annual Maintenance	Total Annual Cost	Estimated Annual Cost
Total storage	GB 4,500	4,500	US\$ 12,970	12,970	US\$ 1,556	1,556	US\$ 1,556	1,556
Total cost	US\$ 12,970	12,970	US\$ 12,970	12,970	US\$ 1,556	1,556	US\$ 1,556	1,556

Exchange 2010 Archive Storage

Storage Type	DAS
RAID	RAID 10
Spindle Speed	7,200
Cost per GB	US\$ -

	Actual	Estimated	Total Hardware Acquisition Cost	Estimated Hardware Acquisition Cost	Actual Annual Maintenance	Estimated Annual Maintenance	Total Annual Cost	Estimated Annual Cost
Total storage	GB -	-						
Total cost	US\$ -	-	US\$ -	-	US\$ -	-	US\$ -	-
Total hardware acquisition cost			US\$ 25,945	25,945			Total annual hardware cost US\$ 3,113	3,113

Office 365 Exchange Server Hardware Costs

Exchange 2010 Servers

Server Specifications

	Actual	Estimated	Cores	Speed	RAM
Mailbox Servers	-	-	4	2.8 GHz	4 GB
Hub Transport Servers	-	-	4	2.8 GHz	4 GB
Client Access Servers	-	-	4	2.8 GHz	8 GB
Edge Transport Servers	-	-	4	2.8 GHz	4 GB
Global Catalog Servers	-	-	4	2.8 GHz	4 GB
Unified Messaging Servers	-	-	8	2.8 GHz	8 GB
Gateways	-	-			
Session Border Controllers	-	-			
BlackBerry® Enterprise Server	-	-			
SQL Server	-	-			

	Actual Cost	Estimated Cost	Total Hardware Acquisition Cost	Estimated Hardware Acquisition Cost	Actual Annual Maintenance per server	Estimated Annual Maintenance per server	Total Annual Cost	Estimated Annual Cost
Mailbox Servers	US\$ 4,675	US\$ 4,675	US\$ -	US\$ -	US\$ 561	US\$ 561	US\$ -	US\$ -
Hub Transport Servers	US\$ 4,675	US\$ 4,675	US\$ -	US\$ -	US\$ 561	US\$ 561	US\$ -	US\$ -
Client Access Servers	US\$ 3,800	US\$ 3,800	US\$ -	US\$ -	US\$ 456	US\$ 456	US\$ -	US\$ -
Edge Transport Servers	US\$ 4,675	US\$ 4,675	US\$ -	US\$ -	US\$ 561	US\$ 561	US\$ -	US\$ -
Global Catalog Servers	US\$ 3,675	US\$ 3,675	US\$ -	US\$ -	US\$ 441	US\$ 441	US\$ -	US\$ -
Unified Messaging Servers	US\$ 6,100	US\$ 6,100	US\$ -	US\$ -	US\$ 732	US\$ 732	US\$ -	US\$ -
Gateways	US\$ 3,000	US\$ 3,000	US\$ -	US\$ -	US\$ 360	US\$ 360	US\$ -	US\$ -
Session Border Controllers	US\$ 3,500	US\$ 3,500	US\$ -	US\$ -	US\$ 420	US\$ 420	US\$ -	US\$ -
BlackBerry® Enterprise Server	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -
SQL Server	US\$ 10,400	US\$ 10,400	US\$ -	US\$ -	US\$ 1,248	US\$ 1,248	US\$ -	US\$ -

Exchange 2010 Storage

Storage Specifications

Storage Type	DAS
RAID	RAID 10
Spindle Speed	7,200
Cost per GB	Estimated

	Actual	Estimated	Total Hardware Acquisition Cost	Estimated Hardware Acquisition Cost	Actual Annual Maintenance	Estimated Annual Maintenance	Total Annual Cost	Estimated Annual Cost
Total storage	GB -	GB -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -
Total cost	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -

Exchange 2010 Archive Storage

Storage Type	DAS
RAID	RAID 10
Spindle Speed	7,200
Cost per GB	Estimated

	Actual	Estimated	Total Hardware Acquisition Cost	Estimated Hardware Acquisition Cost	Actual Annual Maintenance	Estimated Annual Maintenance	Total Annual Cost	Estimated Annual Cost
Total storage	GB -	GB -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -
Total cost	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -	US\$ -

Total hardware acquisition cost US\$ - **Total annual hardware cost** US\$ -

