

# TCO – The Real Cost Equation



Outsourcing services

Application Consultancy

Technical Consultancy

IBM Systems and Services

Automated Operations System

Application Management

AS/400 centres

AS/400

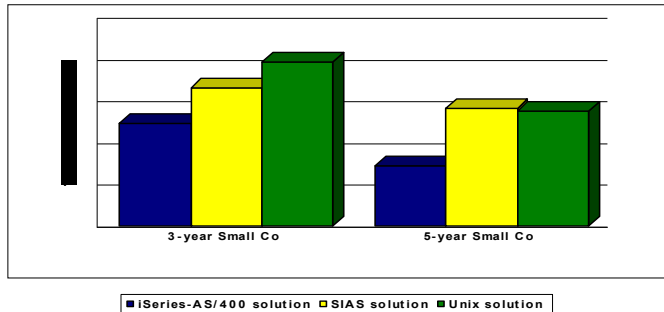
- **Its not just the acquisition cost...Total cost of Ownership should be over a three-five year period**
- **What should be considered**
  - Hardware acquisition
  - Software acquisition/upgrade
  - Hardware maintenance
  - Software maintenance
  - Operations
  - Outages
    - Unscheduled downtime
    - Scheduled downtime
- **Business Advantages**

# Low TCO

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 AS/400 cent  
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 AS/400  
 IBM Systems and Services  
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Server Cost of Ownership in Small Companies  
 TCO Per 100 Users



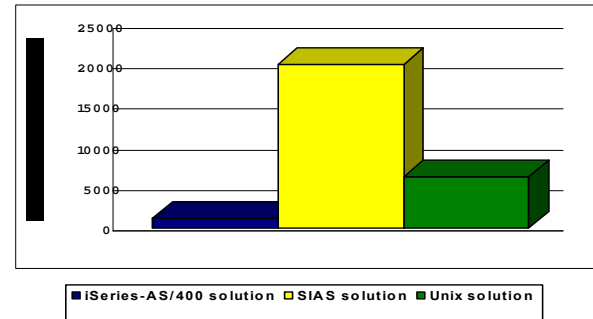
**Availability**

- iSeries solution 99.98%
- UNIX solution 99.90%
- SIAS solution 99.67%

SIAS - Standard Intel Architecture Server

**IT Staff for iSeries\***

- Only 2/3 the staff of UNIX solutions
- Only 40% of the staff of SIAS solutions



\* Source "Server Cost of Ownership in ERM Customer Sites: A Total Cost of Ownership (TCO) Study" IDC September 2001

# Functionality iNotes Access



- Provides mail, directory, calendar and PIM access to a Domino server
- Microsoft Outlook user experience is unchanged
- Functions include full text search, superior mobile access
- Administrators get optional failover and load balancing
- Reliable and scalable messaging especially on iSeries
- Note: Outlook Express client and Outlook 95 are not supported

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# iNotes Access



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## Hands off Deployment

- Outlook end user installs code with just a few clicks
- Discrete install and lightweight footprint  
10-20 MB download

## Seamless Upgrade from Exchange

- Domino includes built in “upgrade Services” to migrate an Outlook user’s mail, calendar and PIM information from Exchange to Domino

# Support

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**POP & IMAP**



**HTTP**



**MAPI**



**Notes**

