

Matwardal<sup>®</sup>

Networking Solutions Inc.

We handle your infrastructure,  
so you can handle your business

Presentation 1

there4travel

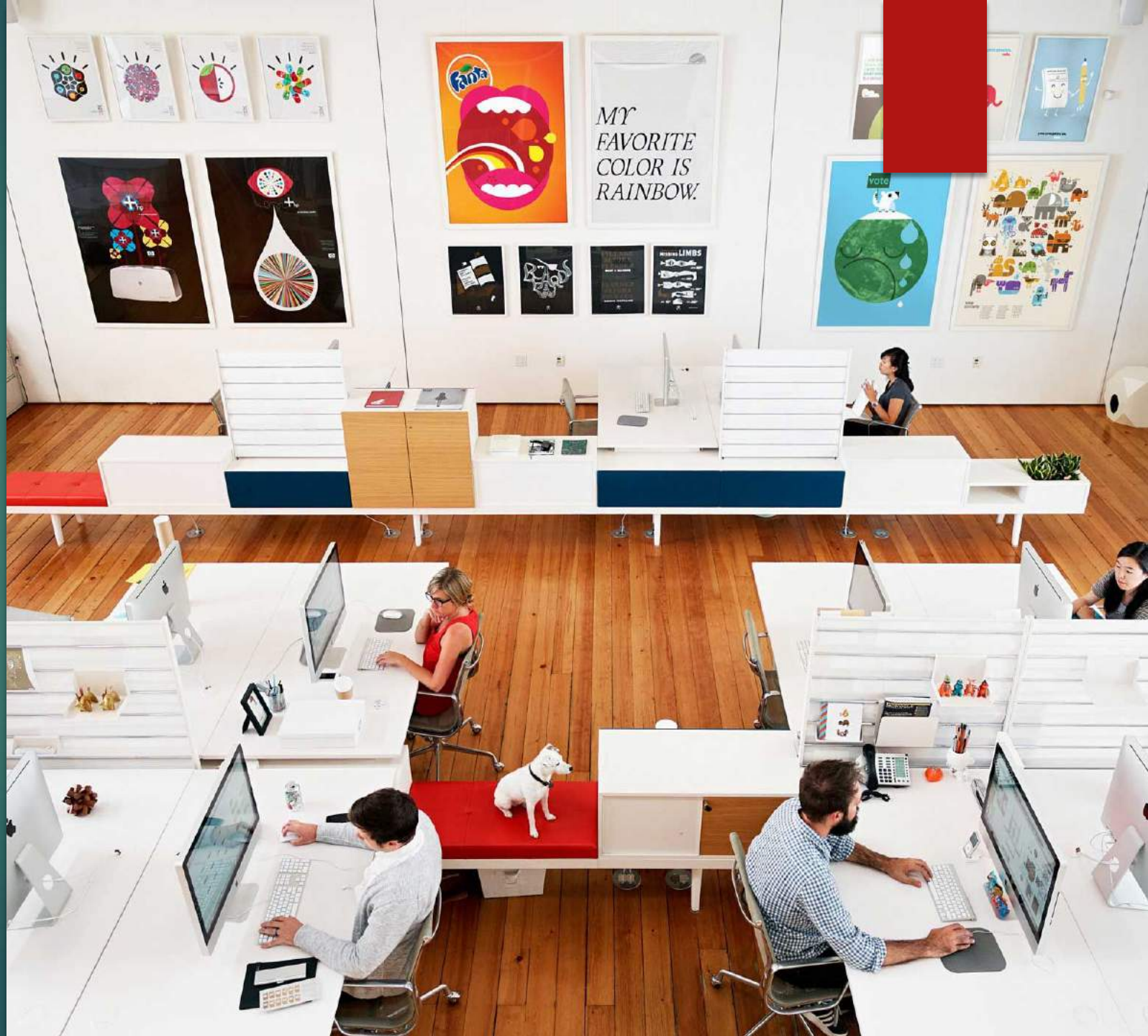
NEW ZEALANDS NO.1 NETWORK SOLUTION FOR YOUR BUSINESS

# Why you *should* trust us?

- ▶ We understand small business needs and the pressures you face, because we've been there
- ▶ A combined networking experience at a high level
- ▶ Decades of work experience in small to medium enterprises
- ▶ Ability to work around cashflow limitations
- ▶ Ongoing support and low-cost remote support options
- ▶ All our members are degree educated from the well-respected Nelson Marlborough Institute of Technology (NMIT)
- ▶ We build networking infrastructure using best value for money principles, so you can focus on building your business

# Your Business Requirements

- ▶ Ongoing Support / Service Contract
- ▶ Payment Schedule / Cost Distribution
- ▶ Tax Exceptions
- ▶ Performance Bond
- ▶ Software / OS
- ▶ Hardware / Client machines / Mobile Devices
- ▶ Back-up Solutions / Disaster Recovery Plan
- ▶ Scalability
- ▶ Security Licensing
- ▶ Warranties
- ▶ Installation & Implementation
- ▶ Projected Timetable







# Technical Specifications

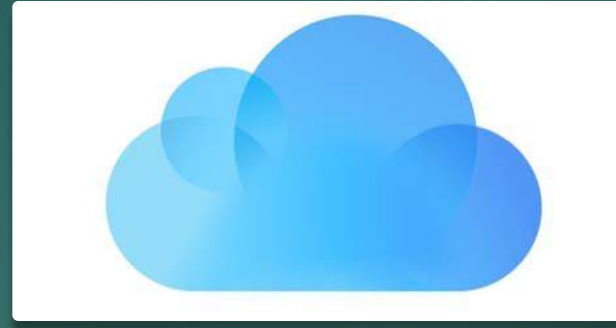
- ▶ Technical Handbook, Diagrams & Naming Conventions
- ▶ Technical Goals meeting Business Goals
- ▶ Cost vs Benefit Analysis
- ▶ Hardware Specifications
- ▶ Software Specifications & Licensing
- ▶ Cloud Storage Solutions
- ▶ Security Plan inc. Firewalls, Anti-virus packages & Black/White Listing
- ▶ Looking after your Privacy / Encryption
- ▶ Network Monitoring and Notification Solution
- ▶ Server Options (Hardware vs Cloud Solutions)
- ▶ Active Directory Implementation (Departmental/Geographical)
- ▶ File Sharing / GPO's
- ▶ RSAT / Remote Server Manager
- ▶ Emails / VOIP Communication

# Server Options



## Dedicated (Local)

1. Dedicated to needs of the business
2. Maintain comprehensive control
3. Data not trusted with a third party
4. Larger CapEX costs up front and in development
5. Client machines access information more quickly



## Cloud

1. Moves from CapEX to OpEX, reducing initial outlay
2. More energy efficient
3. Simpler set-up and deployment
4. Can scale up AND down
5. Lower maintenance requirements
6. Levels of performance, security and control available



## Hybrid (Fog)

1. Choose what is in the cloud and what is not
2. Plug the gap between less powerful virtual private servers and the most powerful dedicated servers  
Can scale up AND down
3. Good choice for hosting websites, content management systems, eCommerce applications, databases, and file storage

# Dedicated Server Estimates

## ▶ **BUDGET OPTION**

- ▶ Dell PowerEdge T30
- ▶ CPU: IntelXeon E3-1225 v5
- ▶ Intel HD Graphics P530
- ▶ Ram: 4GB (up to 64GB)
- ▶ Storage: Up to 6 SATA HDD
- ▶ **\$715.00** (NZD)
- ▶ Operating costs: \$35 per month @ 16 cents per KW/h
- ▶ Additional costs: Upgrade RAM, Hard Drive Storage, OS, Maintenance

## ▶ **BEST VALUE (Cost/Benefit) OPTION**

- ▶ HPE ProLiant ML110 G10 Tower
- ▶ CPU: IntelXeon Scalable
- ▶ Ram: 16GB (up to 64GB)
- ▶ Storage: Up to 40TB HDD
- ▶ Connectivity: 8 x USB 3.0
- ▶ **\$1949.00** (NZD)
- ▶ Operating costs: \$20 per month @ 16 cents per KW/h
- ▶ Additional costs: Upgrade RAM, Hard Drive Storage, OS, Maintenance

## ▶ **ESTIMATED INSTALLATION AND MAINTENANCE COSTS**

- ▶ Makes up between 75% and 85% of dedicated (local) server infrastructure cost



# Cloud Server Estimates

## ▶ **KAMATERA**

- ▶ Server Type: Dedicated
- ▶ 2 dedicated vCPU
- ▶ 3 GB RAM
- ▶ 1 TB SSD
- ▶ Windows Server 2019
- ▶ Microsoft Office Standard User x13
- ▶ Daily Back-up
- ▶ Fully Managed
- ▶ **\$725.00** (NZD) per month

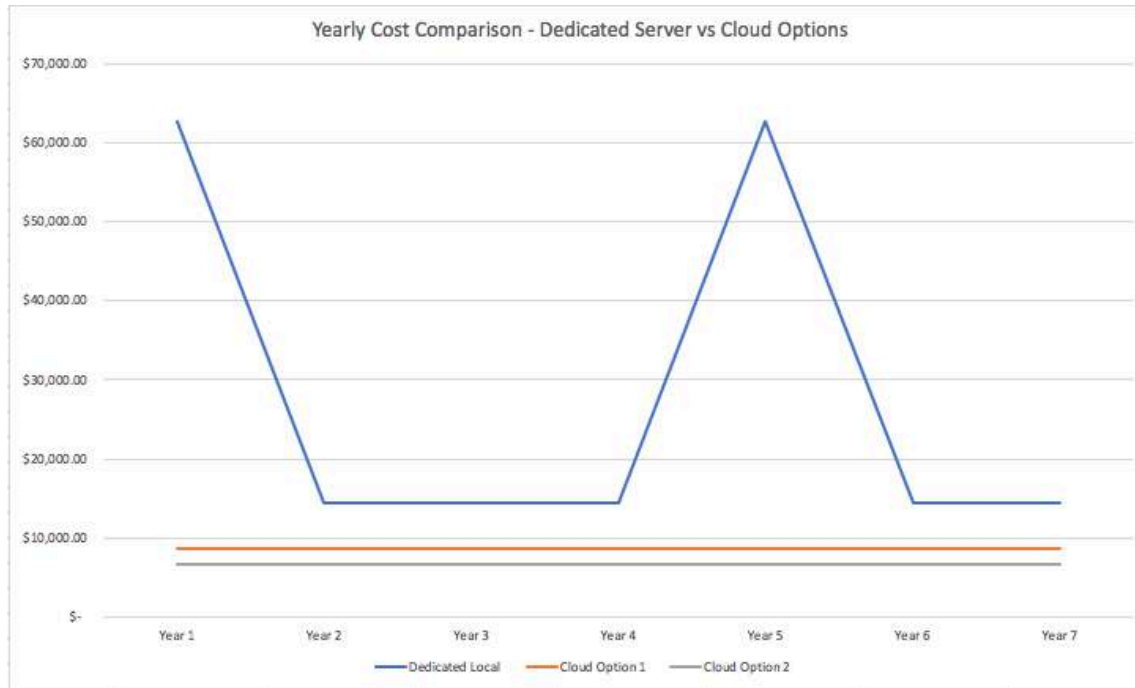
## ▶ **phoenixNAP**

- ▶ USA Cascade Lake Server 4210
- ▶ Managed Services – Basic
- ▶ 128 GB DDR4 RAM
- ▶ 1 TB SSD x 2
- ▶ Free Migration
- ▶ Windows Server 2019
- ▶ MySQL
- ▶ No Add-on Packs
- ▶ **\$551** (NZD) per month

	Dedicated Local	Cloud Option 1	Savings \$	Savings %	Cloud Option 2	Savings \$	Savings %
Year 1	\$ 62,561.73	\$ 8,700.00	\$ 53,861.73	86%	\$ 6,612.00	\$ 55,949.73	89%
Year 2	\$ 14,410.17	\$ 8,700.00	\$ 5,710.17	40%	\$ 6,612.00	\$ 7,798.17	54%
Year 3	\$ 14,410.17	\$ 8,700.00	\$ 5,710.17	40%	\$ 6,612.00	\$ 7,798.17	54%
Year 4	\$ 14,410.17	\$ 8,700.00	\$ 5,710.17	40%	\$ 6,612.00	\$ 7,798.17	54%
Year 5	\$ 62,561.73	\$ 8,700.00	\$ 53,861.73	86%	\$ 6,612.00	\$ 55,949.73	89%
Year 6	\$ 14,410.17	\$ 8,700.00	\$ 5,710.17	40%	\$ 6,612.00	\$ 7,798.17	54%
Year 7	\$ 14,410.17	\$ 8,700.00	\$ 5,710.17	40%	\$ 6,612.00	\$ 7,798.17	54%
TOTAL	\$ 197,174.31	\$ 60,900.00	\$ 136,274.31	53%	\$ 46,284.00	\$ 150,890.31	64%

Cost Comparisons – 7 years  
Dedicated Server vs Cloud





Cost over 7 years - Dedicated vs Cloud Options

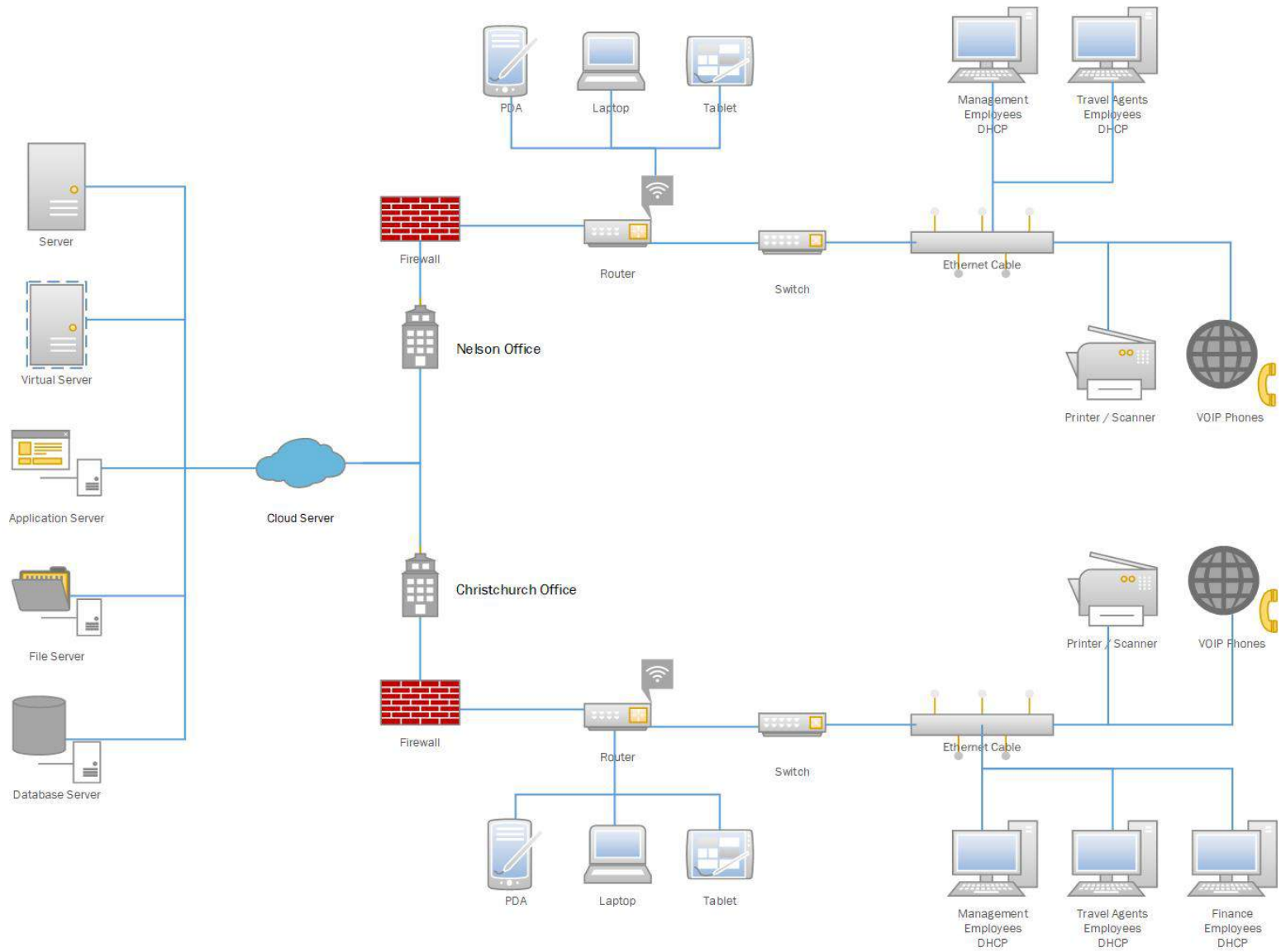


53 – 64% Saving over 7 years  
Fixed fees, no unexpected costs



Annual Data

\$11,000 – \$13,000 avg. saving per year



Preliminary Logical Diagram – Cloud Option