



EXECUTIVE SUMMARY

We have concluded the Total Cost of Ownership (TCO) analysis comparing running your IT services on-premise versus using Microsoft 365.

The analysis has been conducted using data that we have collected from your environment and using a TCO calculator fully transparent and easy to use.

You could save AED... if you move to Microsoft 365. In relative terms, this% of cost savings!!

The report will detail the methodology we followed, the data that we have collected and the results you could achieve.

Our recommendation going forward is to invest in Microsoft 365 to benefit from the immediate savings, improve on the overall productivity of your organization and make it future-proof which is essentials in today's changing environments.

TCO ANALYSIS METHODOLOGY

The TCO analysis compares running the following IT services in your data center versus moving them to Microsoft 365:

Email Services, Users Personal Storage on File Server, Files on Share Drive Servers, Chat Application, Online Audio/Video Meetings, Anti-Virus, Single Sign-On and Device Management.

It also compares buying Microsoft licenses through Open Licensing Agreement versus subscribing to Microsoft 365.

For each of the services, we will look at:

Server	Annual Maintenance Cost
	Technology Refresh Investment
	Cooling Charges (% of Total Cooling Charges)
	Electricity Charges (% of Total Electricity Charges)
Operating System - Server(s) License	Annual Maintenance Cost
	Technology Refresh Investment
Software License	Annual Maintenance Cost
	Technology Refresh Investment
Security Software	Anti-Virus Licenses
	Anti-Spam Licenses
Archiving & Backup	Operating Cost
	Technology Refresh Investment
Connectivity	Leased Line
	Connectivity to Disaster Recovery Site

The TCO analysis also includes the costs of labor required to maintain the administer and upgrades the current systems versus deploying and migrating data to Microsoft 365.

The analysis is conducted over a period of 5 years to cater for at least one technology refresh investment.

All the data collected is then entered in a comparative Excel sheet adding all the costs together and comparing the total costs of running the systems in your data center (on-premise) versus moving to Microsoft 365.

DATA COLLECTED

The data that we will collect is the following:

Email Services	Server	Annual Maintenance Cost
		Technology Refresh Investment
		Cooling Charges (% of Total Cooling Charges)
		Electricity Charges (% of Total Electricity Charges)
	Operating System - Server(s) License	Annual Maintenance Cost
		Technology Refresh Investment
	Software License	Annual Maintenance Cost
		Technology Refresh Investment
	Security Software	Anti-Virus Licenses
		Anti-Spam Licenses
	Archiving & Backup	Operating Cost
		Technology Refresh Investment
Users Personal Storage on File Server	Connectivity	Leased Line
		Connectivity to Disaster Recovery Site
	Server	Annual Maintenance Cost
		Technology Refresh Investment
		Cooling Charges (% of Total Cooling Charges)
		Electricity Charges (% of Total Electricity Charges)
	Operating System - Server(s) License	Annual Maintenance Cost
		Technology Refresh Investment
	Software License	Annual Maintenance Cost
		Technology Refresh Investment
	Security Software	Anti-Virus Licenses
	Archiving & Backup	Operating Cost
		Technology Refresh Investment
	Licenses	Annual Maintenance Cost

3rd Party Application for file sharing and transferring	Licenses	Annual Maintenance Cost
		Technology Refresh Investment
Files on Share Drive Servers	Server	Annual Maintenance Cost
		Technology Refresh Investment
		Cooling Charges (% of Total Cooling Charges)
		Electricity Charges (% of Total Electricity Charges)
	Operating System - Server(s) License	Annual Maintenance Cost
	Software License	Technology Refresh Investment
		Annual Maintenance Cost
	Security Software	Anti-Virus Licenses
	Archiving & Backup	Operating Cost
		Technology Refresh Investment
SharePoint Online Additional Storage		1 TB + 10GB per user are included. For Additional Storage 0.2\$/month for each additional 1GB
Hub for Teamwork	Chat Application	Annual Maintenance Cost
		Technology Refresh Investment
	Software to conduct Online Video Meetings	Annual Maintenance Cost
		Technology Refresh Investment
	Software to conduct Calls between Offices	Annual Maintenance Cost
	Technology Refresh Investment	
	International calling bills (between Offices)	Annual Charges
Microsoft Licenses	Annual Licenses Costs	Bridge CAL
		Microsoft Office Open Licenses
		Microsoft Office Software Assurance
		Office 365 Subscriptions
Anti-Virus	Server	Annual Maintenance Cost
		Technology Refresh Investment
		Cooling Charges (% of Total Cooling Charges)
		Electricity Charges (% of Total Electricity Charges)
	Operating System - Server(s) License	Annual Maintenance Cost
	Software License	Technology Refresh Investment
		Annual Maintenance Cost
	Archiving & Backup	Operating Cost
	Technology Refresh Investment	

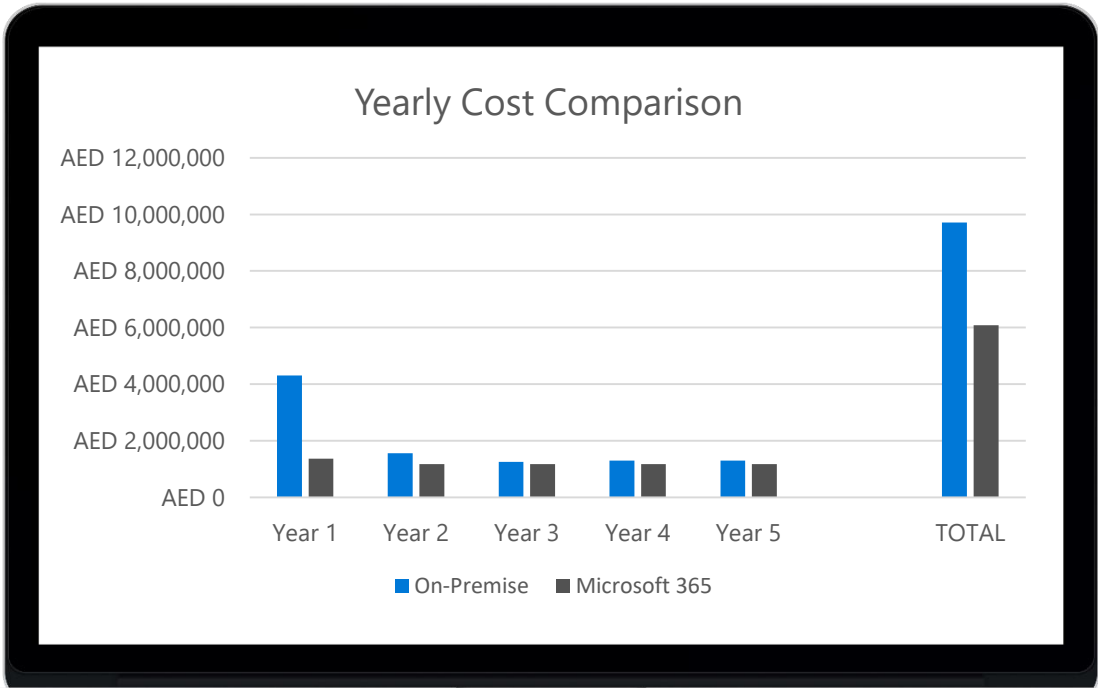
		Cooling Charges (% of Total Cooling Charges)
		Electricity Charges (% of Total Electricity Charges)
	Operating System - Server(s) License	Annual Maintenance Cost
		Technology Refresh Investment
	Software License	Annual Maintenance Cost
		Technology Refresh Investment
Device Management	Security Software	Anti-Virus Licenses
	Archiving & Backup	Operating Cost
		Technology Refresh Investment
	Server	Annual Maintenance Cost
		Technology Refresh Investment
		Cooling Charges (% of Total Cooling Charges)
		Electricity Charges (% of Total Electricity Charges)
	Operating System - Server(s) License	Annual Maintenance Cost
		Technology Refresh Investment
	Software License	Annual Maintenance Cost
		Technology Refresh Investment
	Security Software	Anti-Virus Licenses
SERVICES	Archiving & Backup	Operating Cost
		Technology Refresh Investment
	Annual Costs	Administration
		Upgrades
		Deployment and Migration

TC ANALYSIS DETAILS

On Premise						With Office 365				
Year 1		Year 2		Year 3		Year 4		Year 5		
Email Services (Exchange Online)	Annual Maintenance Cost	AED 6,000	AED 6,000	AED 6,000	AED 6,000	AED 16,000				
	Technology Refresh Investment	AED 150,000								
	Cooling Charges (% of Total Cooling Charges)									
	Electricity Charges (% of Total Electricity Charges)									
	Annual Maintenance Cost									
	Technology Refresh Investment									
	Annual Maintenance Cost									
	Technology Refresh Investment									
	Anti-Virus Licenses	AED 1,200	AED 1,200	AED 1,200	AED 1,200	AED 1,200				
	Anti-Spam Licenses	AED 40,000	AED 40,000	AED 40,000	AED 40,000	AED 40,000				
	Operating Cost	AED 80,000	AED 80,000	AED 80,000	AED 80,000	AED 80,000				
Archiving & Backup	Technology Refresh Investment	AED 25,000				AED 25,000				
	Leased Line									
Connectivity	Connectivity to Disaster Recovery Site									
		AED 211,000	AED 211,000	AED 211,000	AED 211,000	AED 211,000				
Departmental Files on Shared Drive Servers (SharePoint Online)										
Server	Annual Maintenance Cost	AED 45,455								
	Technology Refresh Investment	AED 45,455								
	Cooling Charges (% of Total Cooling Charges)	AED 45,455								
	Electricity Charges (% of Total Electricity Charges)	AED 45,455								
Operating System - Server(s) License	Annual Maintenance Cost	AED 45,455								
	Technology Refresh Investment	AED 45,455								
	Annual Maintenance Cost	AED 45,455								
	Technology Refresh Investment	AED 45,455								
Software License	Annual Maintenance Cost	AED 45,455								
	Technology Refresh Investment	AED 45,455								
Security Software	Anti-Virus Licenses	AED 45,455								
	Operating Cost	AED 45,455								
Archiving & Backup	Technology Refresh Investment	AED 45,455								
SharePoint Online Additional Storage		1 TB + 10GB per user are included. For Additional Storage 0.25/month for each additional 1GB								
Users Personal Storage on File Servers (OneDrive for Business)										
Server	Annual Maintenance Cost	AED 31,818								
	Technology Refresh Investment	AED 31,818								
	Cooling Charges (% of Total Cooling Charges)	AED 31,818								
	Electricity Charges (% of Total Electricity Charges)	AED 31,818								
Operating System - Server(s) License	Annual Maintenance Cost	AED 31,818								
	Technology Refresh Investment	AED 31,818								
	Annual Maintenance Cost	AED 31,818								
	Technology Refresh Investment	AED 31,818								
Software License	Annual Maintenance Cost	AED 31,818								
	Technology Refresh Investment	AED 31,818								
Security Software	Anti-Virus Licenses	AED 31,818								
	Operating Cost	AED 31,818								
Archiving & Backup	Technology Refresh Investment	AED 31,818								
3rd Party Application for file sharing and transferring	Annual Maintenance Cost	AED 31,648	AED 31,648	AED 31,648	AED 31,648	AED 31,648				
	Technology Refresh Investment									
Unified Communications (Teams)										
Chat Application	Annual Maintenance Cost									
	Technology Refresh Investment									
Software to conduct Online Video Meetings	Annual Maintenance Cost									
	Technology Refresh Investment									
Software to conduct Calls between Offices	Annual Maintenance Cost									
	Technology Refresh Investment									
International calling bills (between Offices)		Annual Charges								
Anti-Virus (EMS)										
Server	Annual Maintenance Cost									
	Technology Refresh Investment									
	Cooling Charges (% of Total Cooling Charges)									
	Electricity Charges (% of Total Electricity Charges)									
Operating System - Server(s) License	Annual Maintenance Cost									
	Technology Refresh Investment									
	Annual Maintenance Cost									
	Technology Refresh Investment									
Software License	Annual Maintenance Cost									
	Technology Refresh Investment									
Security Software	Anti-Virus Licenses									
	Operating Cost									
Archiving & Backup	Technology Refresh Investment									
Single-Sign On (EMS)										
Server	Annual Maintenance Cost									
	Technology Refresh Investment									
	Cooling Charges (% of Total Cooling Charges)									
	Electricity Charges (% of Total Electricity Charges)									
Operating System - Server(s) License	Annual Maintenance Cost									
	Technology Refresh Investment									
	Annual Maintenance Cost									
	Technology Refresh Investment									
Software License	Annual Maintenance Cost									
	Technology Refresh Investment									
Security Software	Anti-Virus Licenses									
	Operating Cost									
Archiving & Backup	Technology Refresh Investment									
Device Management (EMS)										
Server	Annual Maintenance Cost	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
	Technology Refresh Investment	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
	Cooling Charges (% of Total Cooling Charges)	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
	Electricity Charges (% of Total Electricity Charges)	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
Operating System - Server(s) License	Annual Maintenance Cost	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
	Technology Refresh Investment	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
	Annual Maintenance Cost	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
	Technology Refresh Investment	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
Software License	Annual Maintenance Cost	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
	Technology Refresh Investment	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
Security Software	Anti-Virus Licenses	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
	Operating Cost	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
Archiving & Backup	Technology Refresh Investment	AED 3,345	AED 3,345	AED 3,345	AED 3,345	AED 3,345				
Networking/Bandwidth										
Annual Costs		Additional Networking or Bandwidth Cost								
Microsoft Licenses/Subscriptions										
Annual Licenses Costs	Bridge CAL									
	Microsoft Office Open Licenses	AED 1,849,536								
	Microsoft Office Software Assurance	AED 851,681	AED 851,681	AED 851,681	AED 851,681	AED 851,681				
	Microsoft 365 Subscriptions									
Services/Labor										
Annual Costs	Administration	Local	Local	Local	Local	Local				
	Upgrades	Local	Local	Local	Local	Local				
	Deployment and Migration									
	Training and Adoption Services									
TOTAL PER YEAR		AED 4,301,901	AED 1,408,329	AED 1,258,329	AED 1,300,329	AED 1,293,329	AED 1,562,807	AED 1,178,807	AED 1,178,807	AED 1,178,807
TOTAL OVER 5 YEARS				AED 9,562,216			AED 6,278,036			

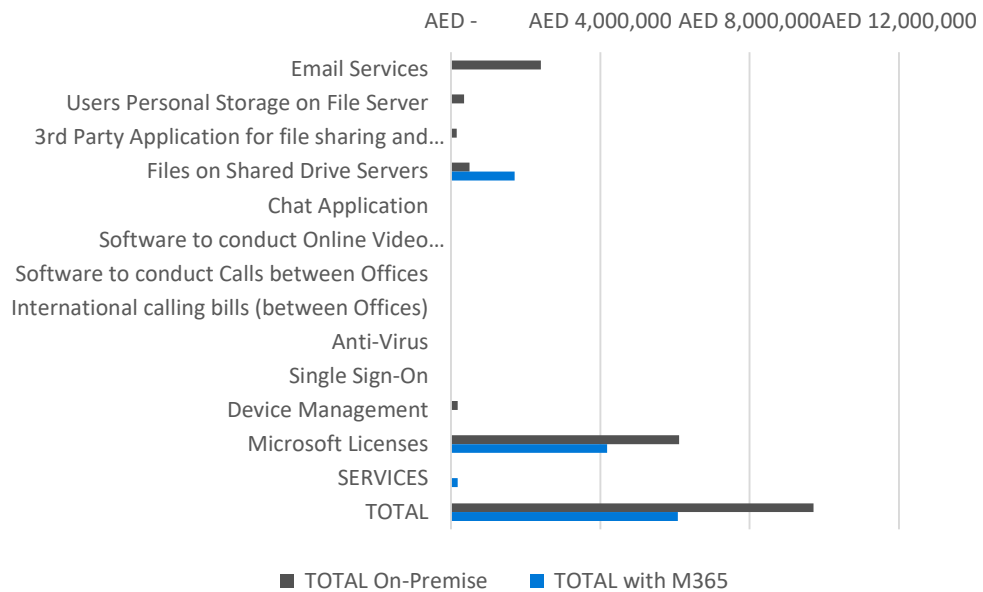
TCO ANALYSIS SUMMARY

	On-Premise		Microsoft 365		Savings	Savings %
Year 1	AED 4,301,901		AED 1,362,807		AED 2,939,094	68%
Year 2	AED 1,558,329		AED 1,178,807		AED 379,522	24%
Year 3	AED 1,258,329		AED 1,178,807		AED 79,522	6%
Year 4	AED 1,300,329		AED 1,178,807		AED 121,522	9%
Year 5	AED 1,293,329		AED 1,178,807		AED 114,522	9%
TOTAL	AED 9,712,216		AED 6,078,036		AED 3,634,180	37%





Cost Per Service



RECOMMENDATIONS GOING FORWARD

Given that the TCO Analysis is showing clear evidence that moving to Microsoft 365 reduces your costs of delivering the IT services mentioned above and given that Microsoft 365 brings immense improvements to the productivity of your team, our recommendation is to receive a full proposal for the same including the cost of the subscriptions as well as the professional services required for the deployment and migration of data.

The proposal must be comprehensive to include all the costs that could be incurred such as 3rd party migration tools and additional storage (if required).

Other than the deployment services, end-users adoption services are recommended too for a successful deployment and making the most of your investment in Microsoft 365.
