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Independent **Adobe** Specialists

Help Me Build a Business Case!

28th of March 2023

The content

01. **Total Cost of Ownership**
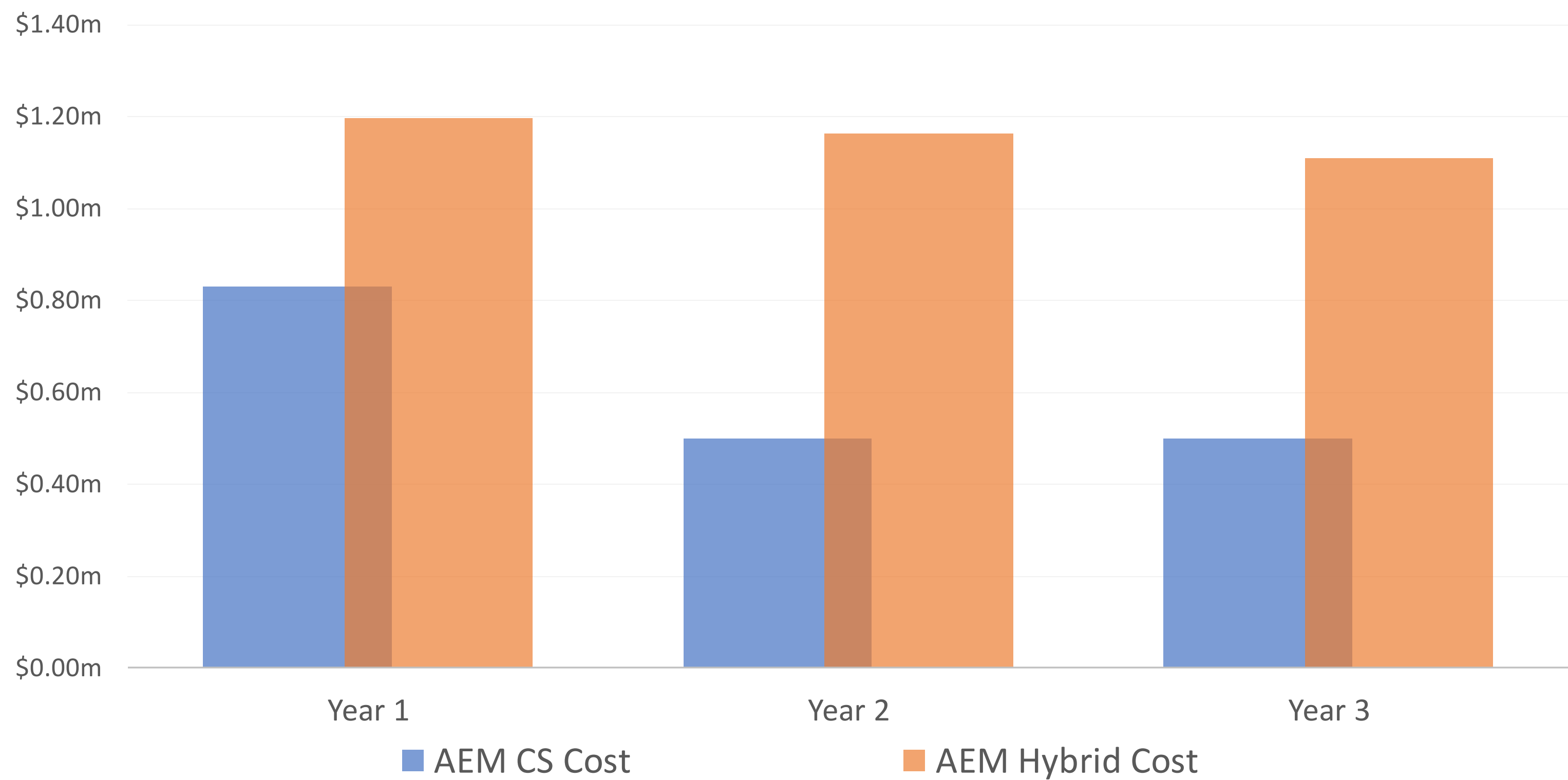
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Total Cost
of Ownership

01

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TCO of AEM CS is 47% lower than TCO of Hybrid AEM over a 3-year timeframe

	TCO Components	Valuer Drivers Cost	Impacted KPI	AEM Hybrid Cost			AEM CS Cost		
				Year 1	Year 2	Year 3	Year 1	Year 2	Year 3
Decrease Costs	License & Transition Costs	AEM License/Service Cost	AEM Cost	$330,000	$330,000	$330,000	$500,000	$500,000	$500,000
		Adobe Premier Support	Adobe Support Cost	Not Included	Not Included	Not Included	Included		
		Transition to CS Cost	Transition Cost				$330,000		
	Hosting Costs	Cloud Hosting Cost	Hosting Cost	$330,000	$330,000	$330,000	Included		
	Cloud Infrastruicture Costs	Cloud operations cost (including AWS M&S Cost, Manual Testing, Scaling etc.)	Operations Cost	$279,125	$279,125	$279,125	Included		
	Maintenance Costs	Escalation Management Cost	Escalation Cost	$80,182	$45,818	$28,636	Included		
		AEM FTE M&S Cost	M&S Cost	$70,000	$70,000	$70,000	Included		
		FTE Maintenance	Operation Costs	$108,000	$108,000	$72,000	Included		
	Total Cost of Ownership			$1,197,307	$1,162,943	$1,109,761	$830,000	$500,000	$500,000
				$3.47m			$1.83m		

TCO for AEM Cloud Service is AUD 1.6M lower than AEM Hybrid over a 3-year timeframe

Legend: AEM CS Cost, AEM Hybrid Cost

Reduce TCO by 1.6M over 3 years by Implementing AEM Cloud Service

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TCO for AEM Cloud Service is 50% lower than AEM Hybrid over 3–year timeframe

$3.47m

50% Lower TCO

$2.36m

AEM Hybrid

$1.20m

AEM Cloud Services

$0.83m

$1.33m

$1.83m

Year 1   Year 2   Year 3

The AEM Cloud Services offers a flexible system configurations, full-service Infrastructure management, State-of-the-art application security and easier change management, thus reducing TCO

Thank you.