

## Order Designates Usage; Size Designates Cost

Email

- \$396,619
- 4100 Users
- Used Multiple Times a Day

CRM

- \$4,857,112
- 4100 Users
- Used Multiple Times a Day

MS Office

- \$1,551,881
- 4100 Users
- Used Multiple Times a Day

BYOD/  
Upgrades

- \$2,670,233
- 4100 Users
- Used Daily

Marketing

- \$2,050,527
- 2200 Users
- Used Daily

Advice tools

- \$5,460,079
- 4000 (2600 Coretech Fee, 1400 Ad Hoc)
- Usage Ranges from Daily to a Couple of Times a Month\*

Apps &  
Illustrations

- \$95,400
- 4100 Users
- Used Daily to Weekly (267,297/yr.)

Field Comp

- \$2,049,090
- 4100 Users
- Used Daily to Weekly

Compliance

- \$893,303
- 4100 Users
- Used Monthly

Accounting

- \$70,592
- 4222 Field
- 4258 Corp
- Used Monthly

IT/RFO  
Consulting/  
MO

- \$389,000
- 4100 Users
- Used Monthly

TSC

- \$2,049,328
- 4100 Users
- Used Twice a Month

HR

- \$919,486
- 8480 Users (Corp/Field)
- Used Once a Month

\*Most used: Morningstar (5952 in March) and MGP (3,319 in March)

# Cost vs. Usage Analysis

