

# TCO calculator



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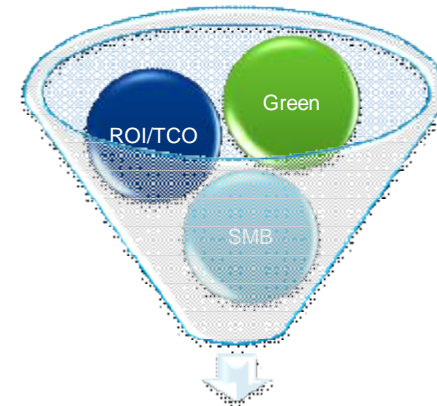
# The new redesigned online tool...

## New tool will incorporate:

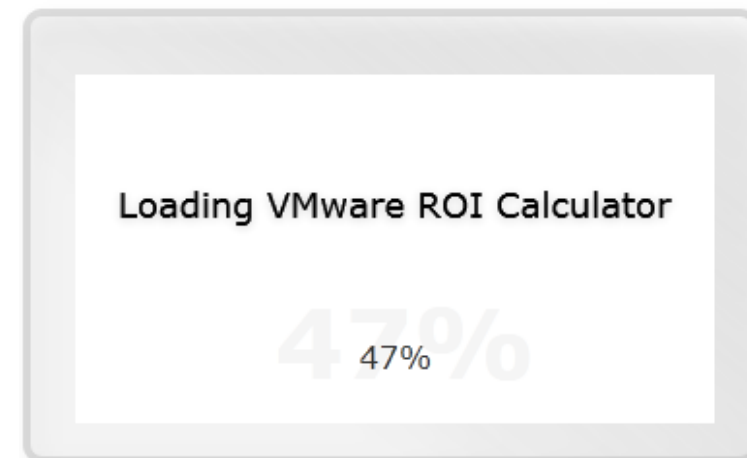
- Forward looking ROI/TCO
- Realized ROI
- Green
- Purchase Advisor (product selection)

## New design highlights:

- Improved usability
  - § Like preloading to mitigate recalculation lag assumption changes
- Succinct modules to draw out the value propositions of each feature
- Able to address wide range of customer scenarios
- Offline calculator



One Calculator



## ...but this redesign retains things familiar

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Methodology remains:



**And as you can today, you will also have:**

- Ability to save versions and revisit past analyses
- Powerpoint export of summary graphs & tables

## Here's a sneak peak

After login as a returning user:

The screenshot shows the VMware ROI TCO Calculator interface. At the top, it says "vmware\* ROI TCO Calculator" and "Welcome Michael Huang" with links for "My Account" and "Logout".

On the left, under "My Saved Analysis", there is a table:

Name	Date	Edit	Delete
Test 1	16 Apr 2010		
Test 2	16 Apr 2010		

On the right, there is a prompt: "Choose the Analysis for which you need to calculate ROI". It has two checked checkboxes: "Server Virtualization" and "Desktop Virtualization". Below this is a text input field labeled "Name the Analysis" and two buttons: "Continue" and "Cancel".

There is a menu of past analyses on the left  
...and a prompt to create a new analysis on the right

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# ROI / TCO Analysis Summary

## Charts



## Tables

Server Infrastructure	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Servers: Dev &amp; Test + Production</b>					
vSphere	14	16	17	19	21
+CapacityIQ	-02	-03	-02	-03	-03
+Lifecycle Manager	-02	-03	-02	-03	-03
+Chargeback	-01	-02	-01	-02	-02
<b>Total</b>	<b>09</b>	<b>08</b>	<b>12</b>	<b>11</b>	<b>13</b>
Consolidation					
(Workloads to Servers)	13:1	16:1	12:1	14:1	13:1

## Green Savings

	Over 3 Years	Over 5 Years
<b>Environmental Impact Equivalents</b>		
<b>Planting trees <sup>1</sup></b>	13,743	25,425
<b>Cars off the road <sup>2</sup></b>	489	904
<b>CO2 emission avoided <sup>3</sup></b>		
<b>lbs</b>	6,099,304	11,283,586
<b>kg</b>	2,766,644	5,118,235

- <sup>1</sup> Assumes 444 lbs of CO2 offset per tree
- <sup>2</sup> Assumes 12,000 miles per year and 20 mpg
- <sup>3</sup> Assumes 1.341 lbs of CO2 per kWh

# Questions?



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