

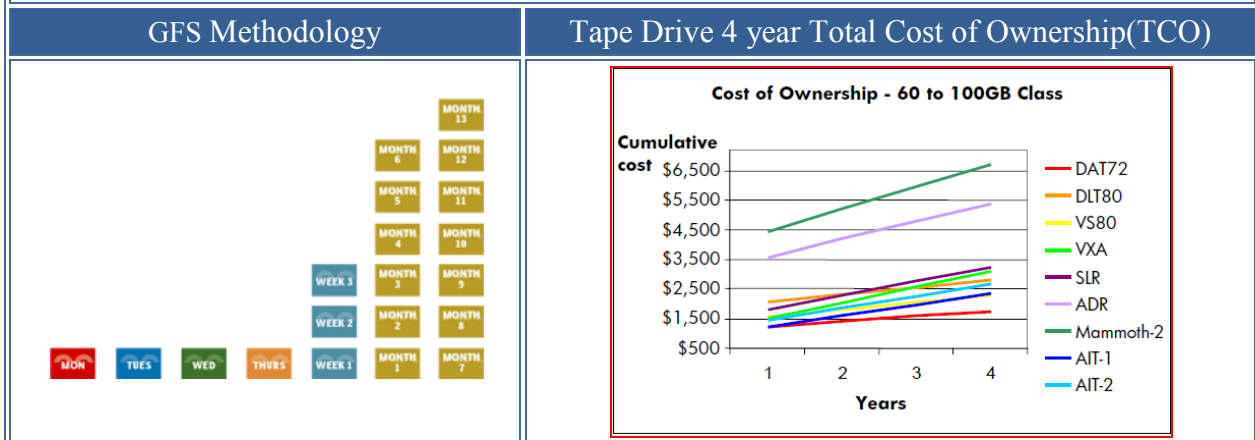


Remote Backup Solutions from IRIS Technology LLC

Cost / Benefit Analysis Tape vs. ByteVault

TAPE: SMALL TO MEDIUM SIZED BUSINESS

There are many tape rotation methodologies in practice. The most common is GFS (Grandfather, Father, Son). This method typically uses 20 tapes for an annual rotation, with 50% of tapes replaced annually.



Hardware Cost Analysis

20 tapes	\$20 - \$90 each Depending on size	Average \$40	\$800.00
50% Replaced Annually		Annual Replacement Cost	\$400.00
Tape Drive	\$500 - \$4500 Depending on Format	Average \$1500	\$1500.00
Tape Drive Maintenance	100 – 1000 annually Depending on Drive type	Average \$200	\$200.00
1 st year total			\$2300.00
2 nd year total			\$600.00
3 rd year total			\$600.00
4 th year total			\$600.00
4 year cumulative total			\$4,100.00

Software Licensing Cost

Software License Cost	\$0 - \$6500 Depending on Software	Average \$300	\$300.00
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Staff Time Cost Analysis				
The following staff time averages are for a typical GFS tape rotation schedule.				
Running Backup Job		30min per day		
Verifying Backups		1 hour per week		
Swapping Media		15 minutes per day		
Total weekly time		4 hours 45 minutes		
Total Monthly time		19 hours		
19 hours	@ \$10.00 per hour	Total Monthly Staff Time dollars:	\$190.00	
		Total Annual Staff Time Dollars:	\$2280.00	
Total Cost of Tape Backup over 4 years				
Year	Hardware	Staff time	License	Total
1	2300	2280	300	2790.00
2	600	2280	0	2880.00
3	600	2280	0	2880.00
4	600	2280	0	2880.00
Totals	\$4,100	\$9,120	\$300	\$11,430.00

Total Cost of ByteVault Remote Backup					
Plan	Hardware	Staff time	License	Annual Totals	4 Year Totals
5gig	0	0	0	300	\$1,200.00
20gig	0	0	0	600	\$2,400.00
50gig	0	0	0	1200	\$4,800.00
100gig	0	0	0	2400	\$9,600.00

Total Cost of Ownership: 50 Gigabyte Comparison					
Plan	Year 1	Year 2	Year 3	Year 4	4 year Cumulative TCO
Tape	2790	2880	2880	2880	11,430.00
ByteVault	1200	1200	1200	1200	4,800.00
Savings	\$1,590	\$1,680	\$1,680	\$1,680	\$6,630.00

