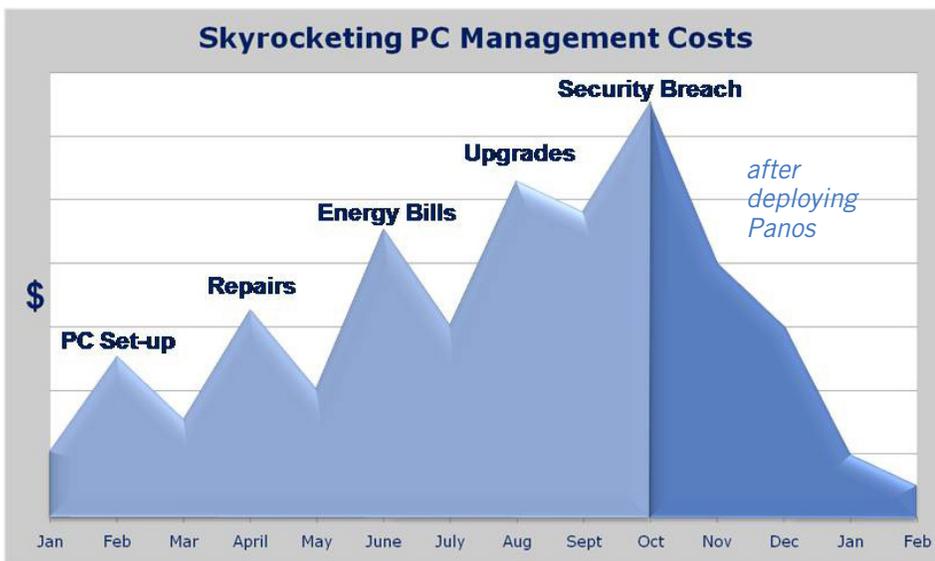


TCO Savings

Benefit Brief

Virtual Desktops can save \$4500 over traditional PCs in 3 years



IT tasks that contribute to 60% TCO savings for VDI, per Gartner*

- Administration, adds/changes
- Hardware configuration
- Hardware deployment
- Software deployment
- Application Management
- Back-up, archiving, recovery
- Service Desk (Tier 0/1)
- Security Management
- IT Administration

In addition the Pano Solution also saves on:

- Desktop diagnostic and repair time
- Travel time to and from the desktop
- No moving parts, no repair parts to purchase
- No multiple copies of s/w needed for users' office + home
- No company laptop needed to work from home
- Reduced upgrade cycle time for client
- Reduced end-user downtime
- Lower energy costs, 3–5 watts, compared to 150 on average for a PC

The acquisition costs of purchasing a PC, are only the tip of the iceberg. In fact it can be less than 10 % of the overall cost of managing and maintaining a PC over 3 years. There are many factors to consider in calculating the true TCO, fortunately Gartner has done the research for us.

The most obvious savings do not require a calculator. For example:

Deployment — the time it takes to set up a new machine can vary in different organizations, but many companies estimate ½ a day, while a new Pano System can be deployed in minutes.

Energy — costs for a Pano Device are only 3–5 watts per device, depending on what peripherals are plugged in, and a conservative estimate for traditional PCs is 150 watts. Even with the virtual desktop's % of server energy added in, there is an 80% savings over PCs.

Repairs — just walking to the end-user machine, diagnosing the problem, and making the repair can take an hour or more, if that client is in a branch office, it could take additional hours to travel back and forth. Then add-in employee downtime, which can be reduced by 80% with the Pano System.

Excerpt from University of Maryland Case Study

“With an IT staff of our size, we were looking to solve the constant break and fix cycle with our PCs. One of our labs has 25 PCs and despite its infrequent use, every time we checked we would find one or two PCs that were not working. The downtime and the fact that we were spending a considerable amount of time working on fixing these PCs was one of the most significant reasons we turned to desktop virtualization.”

“It’s a lot easier to drop in a single server to benefit forty people, than going out and buying forty traditional PCs,” said Cunningham. “In the long run, I definitely see The Pano Device being a great time saver.”

Jeff Cunningham, Director of Information Systems, AREC Department, University of Maryland

For the full case study, please go to: www.panologic.com/universitymd

* Gartner Inc., “Total Cost of Ownership Comparison of PCs With Server-Based Computing,” and “Total Cost of Ownership Comparison of PCs With Hosted Virtual Desktops,” Mark A. Margevicius, Michael A. Silver and Federica Troni, August 4, 2008