

THE COMPONENTS OF LOWEST TOTAL COST OF OWNERSHIP WITH INDUSTRIAL AUTOMATION OPERATIONAL SYSTEMS

The Lowest TCO with High-Availability, Fault-tolerant Solutions

High availability and fault-tolerant solutions ensure downtime is prevented and deliver significant ROI by avoiding the costs of downtime

Savings from Downtime Costs \$\$\$ > TCO \$ = ROI (or ROA) of 10x

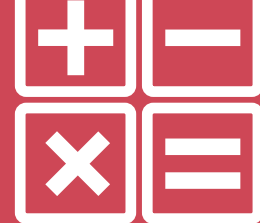


Enhanced productivity, higher efficiencies and no process interruptions are of vital importance to industrial organizations



Unplanned downtime is the #1 enemy of enhanced productivity and higher efficiencies and is a major driver of unplanned costs

HOW MUCH DOES DOWNTIME COST YOUR OPERATIONS?



Assess your risk level: www.stratus.com/cost-of-downtime-calculator

The components of lowest TCO

USEFUL LIFE - MOST IMPORTANT DRIVER OF LOWEST TCO

Long life combined with complexity – need for greater support and management: TCO even more important

Initial purchase

Operations & maintenance

Cost of downtime

KNOWN COSTS AND UNKNOWN / HIDDEN COSTS

Most industrial organizations don't examine all costs

The components of operating costs vs other solutions

DRIVERS OF LOWER OPERATING COSTS AS A COMPONENT OF TCO

Simplicity of operations of solution (especially with remote operations or remote management)

System monitoring, alerts and self-diagnostics

Simplicity of servicing

BENEFITS ACHIEVED

No need for complex, expensive IT expertise; no need to retrain staff if an older system goes down

Assists in troubleshooting; saves time and money to diagnose problems

Avoid the need to purchase premium-level service offerings

Compare high-level splits of the 3 TCO components vs Alternatives

Initial purchase Operations and administration Service costs Cost of downtime TCO over 7 years Benefit of avoided downtime

COMMODITY SERVERS



DR SOLUTIONS



HA CLUSTERS



OTHER HA SOLUTIONS



HA SOLUTIONS FROM STRATUS



VALIDATE YOUR ROI CALCULATIONS



Check how at www.stratus.com/mfg

BEST IN TCO TO RETURN (SAVINGS) FROM PREVENTED DOWNTIME (OVER X YRS)

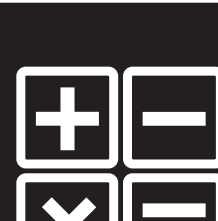
STRATUS' FAULT-TOLERANT APPLICATION AVAILABILITY PROVIDES THE LOWEST TCO DUE TO LONGEST USEFUL LIFE AND LOWEST OPERATING COSTS

Total Cost of Ownership is highly affected by the expected life of the asset – the longer the expected life the lower the TCO (over the same period).

Leading fault-tolerant solutions have much lower costs to operate due to reliability and simplicity.



CALCULATE YOUR EXACT TCO VS SPECIFIC ALTERNATIVES



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Stratus' solutions enable rapid deployment of always-on infrastructures, from enterprise servers to clouds, without any changes to your applications. Our products – software and platforms – combined with our people and services enable us to prevent downtime before it occurs and ensure uninterrupted 24 x 7 x 365 performance of essential business operations.