



Maestro ROI Calculator

Assumptions from inputs made to the "Descriptive Assumptions" panel of the worksheet

Storage Utilization and Tiering

Existing Storage Capacity (TB)	
Planned New Storage Purchase next year without MFM (TB)	
Utilization of Storage Capacity without MFM (%)	
Potential Utilization of Storage Capacity with MFM resource pooling and reporting (%)	
Unauthorized Data that could be optimized with MFM automated policies (TB)	
Percentage of Unauthorized Data that should be removed (%)	
Percentage of Unauthorized Data that should be moved to a lower tier (%)	
Duplicate Data that could be optimized with MFM automated policies (TB)	
Percentage of Duplicate Data that should be removed (%)	
Percentage of Duplicate Data that should be moved to a lower tier (%)	
Stale Data that could be optimized with MFM automated policies (TB)	
Percentage of Stale Data that should be removed (%)	
Percentage of Stale Data that should be moved to a lower tier (%)	
Other Data that could be optimized with Maestro File Manager (TB)	
Percentage of Other Data that should be removed (%)	
Percentage of Other Data that should be moved to a lower tier (%)	
Old Storage that can be Re-Purposed for Lower Tiers with MFM (TB)	
Fully Burdened Cost of New Storage (\$/TB)	

Storage Tier-1	Storage Tier-2
5.0	0.0
2.5	0.0
70%	0%
85%	80%
1.20	0.00
50%	0%
50%	
1.03	0.00
55%	0%
20%	
1.23	0.00
45%	0%
55%	
0.5	0.0
75%	0%
20%	
0.0	
\$18,000	\$3,000

Storage Administration

Number of Current Storage Administrators	1
Maximum Capacity a Storage Administrator can manage without MFM (TB)	20.0
Maximum Capacity a Storage Administrator can manage with MFM automated policies, notifications, and reporting (TB)	25.0
Fully-Burdened Annual Cost of a Storage Administrator (\$/yr)	\$100,000

Storage Downtime

Current Annual Downtime without MFM (TB*hr/yr)	20.0
Expected Annual Downtime with MFM Dynamic Volume Expansion, automated policies, and reporting (TB*hr/yr)	20.0
Downtime Costs per TB per hour (\$/TB/hr)	\$5,000

ROI Summary

Savings with MFM

Improved Utilization	\$ 25,779
Unauthorized Files	\$ 19,800
Duplicate Files	\$ 13,287
Stale Files	\$ 20,111
Other Tiering	\$ 8,250
Storage Re-Purpose	\$ -
CapEx Savings	\$ 87,226

Admin Efficiency	\$ -
Reduced Downtime	\$ -
OpEx Savings	\$ -

CapEx Savings	\$ 87,226
OpEx Savings	\$ -
Total Savings	\$ 87,226

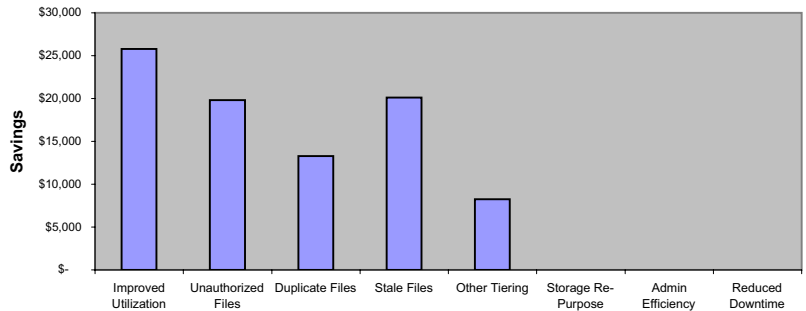
Payback and ROI

Total Savings	\$ 87,226
Attune MFM Costs	\$ 65,000
Net Savings - Year 1	\$ 22,226

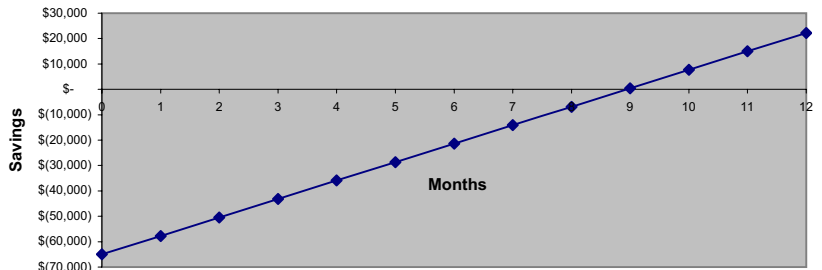
Payback Period (months) 9

ROI - 3 Years* 106%

Savings with MFM



MFM Payback Analysis



*ROI is calculated on the basis of projected annual savings over a three year period, excluding any terminal value.
 ROI is the average per year ROI based on a 3 year period.
 Projected savings to be realized in years two and three are assumed to decrease by 20% each year.

Calculation Details

Reduced \$/TB with Storage Tiering & Automatic Data Migration

	<u>Unauthorized</u>	<u>Duplicate</u>	<u>Stale</u>	<u>Other</u>	<u>Total</u>
Tier-1 Data that should be removed (TB)	0.60	0.57	0.55	0.38	2.10
Fully Burdened Cost of Tier-1 Storage (\$/TB)	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000
Savings through removal of extraneous Tier-1 Data (\$)	\$10,800	\$10,197	\$9,963	\$6,750	\$37,710
Tier-1 Data that should be moved to Tier-2 (TB)	0.60	0.21	0.68	0.10	1.58
Difference between Fully Burdened Cost of Tier-1 and Tier-2 Storage (\$/TB)	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Savings through move of extraneous Tier-1 Data to Tier-2 (\$)	\$9,000	\$3,090	\$10,148	\$1,500	\$23,738
Tier-2 Data that should be removed (TB)	0.00	0.00	0.00	0.00	0.00
Fully Burdened Cost of Tier-2 Storage (\$/TB)	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Savings through removal of extraneous Tier-2 Data (\$)	\$0	\$0	\$0	\$0	\$0

Savings through Storage Tiering with MFM (\$)

\$ 19,800 \$ 13,287 \$ 20,111 \$ 8,250 \$ 61,448

Improved Utilization of Storage Resources

	<u>Tier-1</u>	<u>Tier-2</u>
Existing Storage (TB)	5.00	0.00
Planned Storage Purchase next year without MFM (TB)	2.50	0.00
Existing & Planned Storage over next year without MFM (TB)	7.50	0.00
Storage Utilization without MFM (%)	70%	0%
Existing & Planned Data over next year without MFM (TB)	5.25	0.00
Data migrated to Lower Tier (TB)	1.58	1.58
Existing & Planned Data over next year with MFM (TB)	3.67	1.58
Storage Utilization with MFM (%)	85%	80%
Existing & Planned Storage over next year with MFM (TB)	4.31	1.98
Existing Storage (TB)	5.00	0.00
New Storage Purchase Needs next year with MFM (TB)	0.00	1.98
Planned New Storage Purchase next year without MFM (TB)	2.50	0.00
Reduction in Storage Purchase Needs for next year (TB)	2.50	(1.98)
Storage Costs (\$/TB)	\$ 18,000	\$ 3,000
Reduction in Storage Purchase for next year (\$)	\$ 45,000	\$ (5,934)
Total reduction in Tier-1 and Tier-2 Storage Purchases for next year (\$)	\$ 39,066	
Savings already accounted for by Storage Tiering (\$)	\$ (13,287)	
Savings through Improved Utilization with MFM (\$)	\$ 25,779	

Storage Re-Purposed for Lower Tiers

Old Tier-1 Storage Re-Purposed for Tier-2 (TB)	0.0
Fully Burdened Cost of New Tier-2 Storage (\$/TB)	\$ 3,000
Savings through Re-Purposing Old Tier-1 Storage with MFM (\$)	\$ -

Improved Administration Efficiency

	<u>w/o MFM</u>	<u>With MFM</u>
Planned New Tier-1 Storage Purchase next year (TB)	2.50	0.00
Planned New Tier-2 Storage Purchase next year (TB)	0.00	1.98
Planned New Total Storage Purchase next year (TB)	2.50	1.98
Planned Monthly New Total Storage Purchase over next year (TB/month)	0.21	0.16
Total Existing Tier-1 and Tier-2 Storage (TB)	5.00	5.00
Maximum Capacity that can be Managed by Existing Administrators (TB)	20.00	25.00
Additional New Capacity before Requiring New Storage Administrators (TB)	15.00	20.00
Months Requiring New Storage Administrators next year (months)	0	0
Fully-Burdened Monthly Cost of a Storage Administrator (\$/month)	\$ 8,333	\$ 8,333
Additional Administration Spending over next year (\$/yr)	\$ -	\$ -

Savings through Improved Administration Efficiency with MFM (\$)

\$ -

Reduced Downtime

	<u>w/o MFM</u>	<u>With MFM</u>
Annual Downtime (TB*hr/yr)	20.0	20.0
Downtime Costs per TB per hour (\$/TB/hr)	\$ 5,000	\$ 5,000
Annual Downtime Costs (\$/yr)	\$ 100,000	\$ 100,000

Savings through Reduced Downtime with MFM (\$)

\$ -