

SPH IT Services VM Rate Justification

This is a market comparison of a base rate SPH IT Services will charge for a virtual machine (VM) to be purchased for staff use in lieu of purchasing physical equipment or purchasing a cloud based virtual machine. This is effectively a “private cloud” offering. SPH IT Services has determined a price of \$700 for a “seat” to cover 4 years of use. A seat is equivalent to 4 GB of RAM, one processor, and 100 GB of dedicated storage to house the VM. Seats can be realized in Windows 8.1 virtual machines or in Windows 2008 R2 Terminal Server configurations. Seats can also be scaled upward to provide higher performance VMs.

Base Rate for a VM: \$700 to cover 4 years of use (4 GB RAM, 1 processor, 100 GB disk)

Performance Rate: \$1400 to cover 4 years of use (8 GB RAM, 2 processors, 100 GB disk)

Two of the comparisons below are for physical machines; two are for a public cloud VM.

Comparison 1: Standard Dell Desktop

OptiPlex 7010 Desktop PC w/ 8 GB RAM, 4 core processor, 128 GB disk \$750.93

Model D 22” Professional P2213 Monitor: \$176.33

Dell AX510 Soundbar: \$15.99

Total: \$943.25

Comparison 2: Standard HP Desktop

HP EliteDesk 800 G1 PC w/ 4 GB RAM, 4 core processor, 500 GB disk \$980.10

HP ProDisplay P231 23” monitor: \$240.80

Total: \$1220.90

Comparison 3: Amazon WorkSpaces

Performance offering: 7.5 GB RAM, 2 processors, 100 GB disk \$60/month or **\$2880 for 4 years**

Standard instance: 3.75 GB RAM, 1 processor, 50 GB disk \$35/month or **\$1680 for 4 years**

Comparison 4: Microsoft Azure

Performance offering: 7.5 GB RAM, 4 processors \$200.88/month or **\$9642.24 for 4 years**

Azure Small VM: 1.75 GB RAM, 1 processor, \$50.22/month or **\$2410.56 for 4 years**