



EXTREME

IT Cost Reduction

Connecting Georgia's Companies

April 29, 2008

If you have...



- High processing requirements
- A low budget
- Expensive options for managed services and/or local IT staff
- Fault tolerance at the application level (or you can tolerate infrequent outages)

Consider our *EXTREME* Cost Reduction Approach



A unique combination of...

- Deploying Linux servers
- Simplifying the hardware configuration
- “Near-shoring” IT personnel



A different approach to reliability



Instead of ...

- Premium, complex servers
- Redundant power supplies
- Hot-swappable RAID
- Red Hat Enterprise Linux
- Dedicated machine room
- Managed services
- < 4 hour repair response
- Extended warranties
- Local salaried employees

we deploy:

- Simple “appliance” servers
- Single power supplies
- One or two fixed disks
- CentOS & Linux geeks
- Co-location facility
- “Eyes & hands” support
- Spare servers
- Ad-hoc part replacement
- “Near shore” IT talent

Realize **EXTREME** Savings



	managed services	Arcato Global
112 servers - 36 months*	1,686,704	392,004
System Admin (Atlanta)	270,000	270,000
System Admin (Chile)		173,400
Staffing Costs	3,600	18,000
Monitoring tool implementation		10,800
Communications Costs	36,000	36,000
Professional Services		94,968
TOTAL COST (36 months)	\$ 1,996,304	\$ 995,172

* Includes services, Arcato = hardware only

Why Arcato Global?



We have...

- Successfully supported US-based IT operations from Chile
- Negotiated over \$400,000 in foreign investment incentives
- Deployed hundreds of Linux servers
- Designed and executed complex software development projects

