

Modernized Refreshed
Solution

Solving
Together

Agenda

Summary of Needs

Upgrade Options

Pricing Summary

Next Steps



Summary of Needs

Technology & Business Objectives: Modernize current footprint to the best IT posture for better cost, availability, redundancy, and security.

SDDC Pricing– (Rackspace DFW3)

Component	Quantity	Unit Price	Totals
Firewalls 5508 HA Pair	2	\$94.67	\$189.34
Compute SDDC Dedicated Dell R7615 AMD EPYC Single 24 Core 384GB RAM 2-week Onsite Retention	3	\$3,206.57	\$9,619.71
Virtual Machine Management Virtual Machines	48	\$81.51	\$3,912.48
Security Essentials	48	\$95.00	\$4560.00
Block Storage SAN Storage	1	\$5,865.92	\$5,865.92
Monthly Cost			\$24,147.45

SDDC Pricing– (Rackspace DFW3 DC)

Current Environment			
Component	Qty	Unit Price	Totals
<u>Firewalls (Currently In Place)</u> Cisco ASA 5508 HA Pair	2	\$94.67	\$189.34
<u>Compute</u> Dedicated Dell R740 Skylake Dual 12 Core 384GB RAM	4	\$2,329.33	\$9,316.92
<u>Virtual Machines</u> Virtual Machines	49	\$12,199.15	\$12,199.15
<u>Block Storage</u> SAN Storage	2	\$7,840.41	\$7,840.41
Monthly Cost			\$29,545.82

New SDDC Environment			
Component	Qty	Unit Price	Totals
<u>Firewalls (Currently In Place)</u> Cisco ASA 5508 HA Pair	2	\$94.67	\$189.34
<u>Compute SDDC</u> Dedicated Dell R7615 AMD EPYC Single 24 Core 384GB RAM	3	\$2,929.93	\$8,789.79
<u>Virtual Machine Management</u> Virtual Machines	48	\$96.01	\$4,224.44
<u>Security Essentials</u>	48	\$95.00	\$4560.00
<u>Block Storage</u> SAN Storage	1	\$5,865.92	\$5,865.92
Monthly Cost			\$24,147.45

Terms and Cost Savings

Current Monthly Cost (Old Infrastructure)	\$29,545.82
New Monthly Cost (New Infrastructure with Security Essentials)	\$24,147.45
Monthly Savings	\$5,398.37
Elastic Engineering Migration Cost	\$66,150.00
Total Savings (Over 33-month term) + 33 month total savings = \$178,146.21 + waived setup fees \$23,958.11 + Free Time- \$20,045.63 x 3 months = \$60,136.89 + AMP Funding (two month engagement EE) - \$6,800.78 x 2 = \$13,601.56	\$275,842.77

RACKSPACE ELASTIC ENGINEERING FOR VMware®

A dedicated pod of VMware experts for ongoing infrastructure support and DevOps Engineering

Multi-disciplinary VMware experts
Delivering Broad Range of Business Outcomes



ARCHITECTURE



AUTOMATION



OPTIMIZATION



RELIABILITY



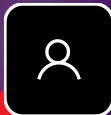
MIGRATIONS



SECURITY



Cloud Engineers



Lead Cloud Architect



Engagement Manager



Cloud Architect



Sr. Cloud Engineers

**Rackspace
Elastic Engineering Pod**

5 Cloud Specialists | Extension of Your Team

Your VMware Expert's Expert

Estimated Timelines



September 10th
Introduction and
Onboarding with Dedicated
Implementation Team

January 15th
Devices in Production Brought
Online

Today (August 15th)

DEPLOYMENT TIMELINE

Ongoing Fanatical
Experience

Execute Agreement
August 30th

Start Deploying
Current Upgrade
Environment
Mid November

Steady State
End of January