

Side-by-Side Comparison

	IBM Global Services	Comdisco	Exodus
Remote hot-standby site(s)	Sterling Forest, N.Y.; Boulder, Colo.	Carlstadt, N.J.; Chicago	Santa Clara, Calif.
Architecture:			
Summary	Create duplicate of DCH facility within IBM site(s); replicate over a VPN/Internet	Redeploy DCH standby to hot site; replicate via CCSNET to N.J. hot site	Redeploy DCH standby to hot site; load-balance production traffic between DCH and standby site; bidirectional replication
Backup during disaster	Duplicated DCH facility includes standby servers at IBM facility; extend existing Oracle replication to standby facility	Sun1000 domains provide redundancy at the standby site; data synchronized via EMC Storage Area Network	None
Connectivity:			
Local loop: DCH production site	No changes	Additional DS-3	Replace UUNET T1 with Exodus-provided T1
Local loop: Hot standby site	Add T1 for 800 services; additional T1 (x2) for frame relay	Additional T1 for 800 services; additional T1 (x2) for frame relay; additional T1 (x2) for Internet access	Additional T1 (x2) for frame relay; additional T1 for MultiPath
Internet access to disaster site	24 Mbps	3 Mbps	3 Mbps (with bursts to 20 Mbps)
Full-time connectivity transmission of replication data	128-Kbps VPN over the Internet	DS-3	Shared T1
Partner links	Async dial-up	Async dial-up	Full-time connectivity required
Vendor Costs:			
Capital	\$0	* \$250,000	\$20,044
Ongoing	\$19,500	\$63,970	\$23,659
DCH responsibilities	Lease new systems (cost included in monthly fees)	Provide all equipment and software up to and including DS-3 interface (included in capital estimate)	Provide all PC systems, NT Server(s), IVR and intranet Web server; cover network connectivity costs for payment processor and trade partners

"In completing the RFP response pricing, which was done in August 1998, some assumptions had to be made about the hypothetical company's environment. These assumptions are reflected in the above pricing. In an actual RFP response, Comdisco looks to gain more clarification on the customer's environment, roles and responsibilities as well as the customer's budget parameters."