

Retail Pricing by Size

Operating system, hardware combination being monitored	Small Site	Medium Site	Large Site
NT Server, 1 CPU 300 MHz, 256 MB RAM	2	20	80
NT Server, 2 CPU 300 MHz, 256 MB RAM	0	2	20
Novell server, 1 CPU 200 MHz, 128 MB RAM	1	20	60
Novell server, 1 CPU 300 MHz, 256 MB RAM	0	2	10
Solaris Ultra 10, 1 CPU 200 MHz, 256 MB RAM	1	5	40
Solaris Enterprise 250, 2 CPU 300 MHz, 512 MB RAM	0	2	20
Solaris Enterprise 4500, 4 CPU 250 MHz, 4 GB RAM	0	1	5
Solaris Enterprise 10,000, 32 CPU 350 MHz, 24 GB RAM	0	0	1
Number of performance monitoring servers	1	1	5
Number of consoles	2	5	40

To determine a price range for these solutions, we specified three scenarios (small site, medium site and large site) and the size of each server being monitored. The number in each column next to the server size description shows how many of that size server are included in that scenario. In the large-site scenario, we used five performance-monitoring servers sharing an equal management load. WAN complexities were not considered. The pricing (below) reflects the total retail cost for each solution.

	Boole & Babbage	Computer Associates	Hewlett-Packard	PLATINUM technology	Tivoli Systems
Warranty	Not available	Not available	90 days	60-90 days	1 year
Service as percentage of purchase	17%	19%	20%	15%	15%-20%
Price for small site	\$10,250	\$10,000	\$13,199	\$4,500	\$34,600
Price for medium site	\$42,375	\$65,000	\$62,768	\$71,000	\$41,800
Price for large site	\$206,700	\$455,000	\$288,030	\$435,000	\$79,400
Total	\$259,325	\$530,000	\$363,997	\$510,500	\$155,800