A Comparison of MT and Smartronix

110813

Provider MT Smartronix

The Service

Server 3,872 2,490

Server setup 969 680

Setup charge 5,635 1,320

CCGHD set up chg ? 750

Data backup soln 5,397/tape $0.59/G/month est $1700/yr

Warranty 3 year inc 3 year inc

Maint chg 125/m 200/m

Anti-virus 220 265

Wireless no quote 500

Year 1 costs 17,593 10,150

Year 2 costs 1,500 4,100

Year 3 costs 1,500 4,100

20,593 18,350

Analysis:

MT has significant upfront, Year 1 costs. MT costs $7,988 more than Smartronix initially. However, because of higher Smartronix maintenance agreement ($200 per month vs. MT’s $125 per month) and because Smartronix’ backup solution is online and has a monthly charge based on $0.59 per gigabyte uploaded per month, the costs become virtually identical by the end of year 3.

There is a qualitative difference however. The Smartronix backup solution is online and requires no labor on the health department’s part. MT’s backup solution is a tape backup. If done properly, the server would be backed up daily and the tape would be taken home by an employee. The off-site backup ensures that in the event of department destruction, files can be reconstructed at another site.

At the end of year 3, the server will go off warranty and ought to be replaced. In three, years there may be no need for a server at all as the standard may be online. That would make the purchase of $5000 tape backup a waste.