SOURCEPANEL VS. THE TRADITIONAL VAR
SPEED + PROFICIENCY = VALUE

Problem: VMware Site Recovery Manager is not allowing replication between servers on VMware VSphere 4.1 and servers on VSphere 5.1.

TYPICAL CIO PROCESS FOR RESOLVING THIS PROBLEM:	CIO PROCESS USING SOURCEPANEL FOR THIS PROJECT:
› Identify a capable professional services organization who could solve the problem	› Login to SourcePanel.com and complete a job request form
› Request a meeting with a sales person	› Expert is matched with the requirement and contacts CIO within one business day
› Obtain a quote from the services firm	› CIO and expert review job details
› Wait for the expert from the professional services firm to be available	› Expert performs 25 hours of work
› Meet with expert and clarify what was already explained to the sales person	
› 25 hours of expert work	

Hourly overhead: **20 hrs**
Overhead as a percentage of job time: **80%**
Overhead cost at $80/hr: **$4000**
Time to Resolution: **3 weeks**

Hourly overhead: **2 hrs**
Overhead as a percentage of job time: **8%**
Overhead cost at $80/hr: **$160**
Time to resolution: **27-48 hours**

Total savings using SourcePanel: **$3840**   Value of improved resolution time: **$5000-$10,000**