CASE STUDY

SOURCEPANEL VS. THE TRADITIONAL VAR (Value-Added Reseller)

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.

TRADITIONAL WAY

TYPICAL CIO PROCESS FOR RESOLVING THIS PROBLEM

› Identify a capable professional services organization who could solve the problem
› Request a meeting with a sales person
› Obtain a quote from the services firm
› Wait for the expert from the professional services firm to be available
› 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**

WITH SOURCEPANEL

CIO PROCESS USING SOURCEPANEL FOR THIS PROJECT

› Login to SourcePanel.com and complete a job request
› Expert is matched with the requirement and contacts CIO within one business day
› CIO and expert review job details
› Expert performs 25 hours of work

Hourly overhead: **2 hrs**
Overhead as a percentage of job time: **8%**
Overhead cost at $80/hr: **$160**
Time to Resolution: **27/48 hours (1 to 2 days)**

CONCLUSION

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