Brooke Hirst

Dear CIO Doyle,

Implementing Barracuda Backup will save our company $1277300 over the next three years. Barracuda Backup provides the latest local and offsite data backup and disaster recovery efforts in the industry. All companies are susceptible to disasters, but we have the opportunity to acquire and implement the leading data storage program in the industry at a great price.

Barracuda Backup is a local and offsite data backup and disaster recovery solution that provides secure data storage. A Barracuda backup server is a purpose built appliance that enables centralized management of backup connections to multiple devices. It provides local storage necessary to keep a primary backup copy of our data on site for fast recovery after a disaster, as well as storing a copy at a backup location. In an event the IT team would be able to restore system’s data at rapid speed. The Barracuda product is composed of high processing power in order to duplicate and transmit data to storage efficiently as well. A Barracuda backup server protects data using standard networking protocols from computers running a wide range of operating systems. This product would be applicable for all departments no matter their operating systems or programs. Barracuda would not only be the right move fundamentally, but financially as well.

Implementing Barracuda Backup would not only save the company $1277300 over a three year basis, but provide the latest secure data backup and disaster recovery efforts. To back up our 150 employees’ data efficiently we would need to purchase a Barracuda Network appliance for $1000 and yearly subscriptions costing $2500/year, which would total $7500 in subscription costs over three years. Cloud backup services would cost us $810,000 over a 3 year basis, but ensure that our data is always reachable in case of a disaster. Our current program requires an IT professional team with salaries that cost us $2.1 million over three years. Adopting Barracuda would allow a total head count reduction of the IT professional team as well. Ultimately Barracuda Backup will provide us with the best, secure data backup and disaster recovery efforts, while at the same time save our company thousands in costs.

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| --- | --- | --- | --- | --- | --- | --- |
| **Current Cost:** |  |  |  |  |  |  |
| 5(IT professionals)\* $140,000(salary per employee)= $700000/year |  |
|  |  |  |  |  |  |  |  |
| **Current Cost over 3 years:** |  |  |  |  |  |
| $700000\* 3 years= $2100000 (Total cost for 3 years using current programs) |
|  |  |  |  |  |  |  |  |
| **New program costs (over 3 years):** |  |  |  |  |
| Backup appliance |  |  | $1,000  |  |  |  |
| Backup Subscription 3 years | $2500\* 3 years= $7500 |  |  |
| Cloud Backup Services | $150(cost) \* 150(users)\* 36(months)= $810000 |
| Miami travel expense | $1100(cost) \*3(people) = $3300 |  |
| Seminar Expense |  | $300(cost) \*3(people) = $900 |  |  |
| 5 IT professionals can be let go |  |  |  |  |
|  |  |  |  |  |  |  |  |
| **Total Cost over 3 years:** |  |  |  |  |  |
| 1000+7500+810000+3300+900= $822700 |  |  |  |  |

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