

The background of the slide is a dark, monochromatic image of industrial machinery. It features a large, curved metal component in the upper left, a grid-like structure in the center, and various pipes and mechanical parts on the right side. The overall tone is blue and grey, giving it a technical and professional appearance.

# THE PATH TO LOWEST TOTAL COST OF OWNERSHIP WITH INDUSTRIAL AUTOMATION OPERATIONAL SYSTEMS

Avoiding Downtime with a Positive ROI

# Industrial Automation's Unique Challenges and the Risks of Unplanned Downtime

Staying ahead in the industrial world means doing more with less. Industrial organizations can enhance productivity and achieve efficiencies through modernization of existing plant and Industrial Automation systems.

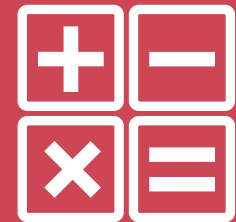


Industrial plants need solutions that guarantee that critical systems are running optimally



If systems crash unexpectedly, the resulting financial and operational impact can be severe

**HOW MUCH  
DOES DOWNTIME  
COST YOUR  
OPERATIONS?**



Assess your risk level:  
[www.stratus.com/  
cost-of-downtime-calculator](http://www.stratus.com/cost-of-downtime-calculator)

## INDUSTRIAL AUTOMATION'S UNIQUE CHALLENGES

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Long lifecycles of equipment and industrial applications

Upgrades and migrations further increase life expectancy of plant assets

Always-on, complex processes require constant monitoring and uninterrupted operations

Most systems are interlinked with other software, e.g., ERP, MES, etc.

Adoption of virtualization has brought efficiencies by eliminating multiple servers

## CRITICAL CONSIDERATIONS TO AVOID DOWNTIME

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Need to modernize and upgrade equipment

If an older system goes down, it may take longer to restore

Reliability of operational technology is critical; continuous visibility into the operation of critical systems is vital

Stoppages or interruptions can affect other parts of operations

Significant new points of failure have been introduced as all critical apps may now be running on a single server

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**EMPLOY SOLUTIONS TO KEEP YOUR CRITICAL INDUSTRIAL AUTOMATION  
APPLICATIONS RUNNING WITHOUT INTERRUPTION**

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# Cost of Downtime vs Cost of Solutions

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**99.9%**

**STATUS QUO AND DISASTER  
RECOVERY SOLUTIONS**

**8HRS  
46MIN**  
downtime per year

**\$87,300**

Annual cost of downtime  
at 10k/hr

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**99.95%**  
CLUSTERING OF  
SERVERS

**4HRS  
23MIN**  
downtime per year

**\$43,700**  
Annual cost of downtime  
at 10k/hr

**99.99%**  
VIRTUALIZED  
APPLICATIONS

**53  
MIN**  
downtime per year

**\$8,736**  
Annual cost of  
downtime  
at 10k/hr

**99.999%**  
FAULT-TOLERANT  
SOLUTIONS

**05  
MIN**

**\$874**  
Annual cost of  
downtime  
at 10k/hr

**\$150k-  
\$250k**

Average Hourly Cost of a  
Downtime Incident\*

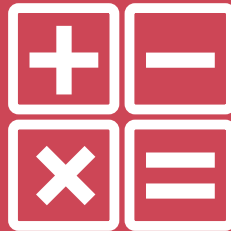
**7-10x**

Lower\*  
Annual Cost of Solution

**10-14x**

Clear Return  
on Investment

**LET THE  
NUMBERS DO THE  
TALKING — ADD  
UP THE REAL  
SAVINGS USING  
THESE TOOLS**



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*\* Estimated annual cost based on a 7-year useful life (most Stratus solutions' actual life is >10yrs) depending on configuration and specifications.*

# The longer the life of the solution, the lower the TCO

Maximizing the life of systems is the most sure-fire way to achieve lowest TCO. High availability and fault-tolerant solutions not only produce a higher return by significantly reducing the cost of downtime, they also have a lower overall cost of ownership over the life of the solution.

**THE HIGHER  
THE COST OF  
UNPLANNED  
DOWNTIME**

**THE HIGHER  
THE ROI**

**THE LONGER  
THE LIFE OF  
A SOLUTION**

**THE LOWER  
THE TCO**

**EXPLORE THE TCO  
OF STRATUS`  
LEADING  
AVAILABILITY  
SOLUTION VS.  
ALTERNATIVES**



*Check now at  
[www.stratus.com/mfg](http://www.stratus.com/mfg)*

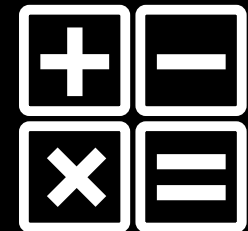
# STRATUS SOLUTIONS NOT ONLY OFFER THE HIGHEST POSSIBLE RETURN BUT ALSO THE LOWEST TCO

The cost of unplanned downtime is significant and high availability, and fault-tolerant solutions offer positive ROI and short payback



Stratus' solutions enable rapid deployment of always-on infrastructures, from enterprise servers to clouds, without any changes to your applications. Our products – software and platforms – combined with our people and services enable us to prevent downtime before it occurs and ensure uninterrupted 24 x 7 x 365 performance of essential business operations.

**PREVENT  
DOWNTIME WITH  
THE RIGHT MODERN  
TECHNOLOGY**



*Assess your risk level:  
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