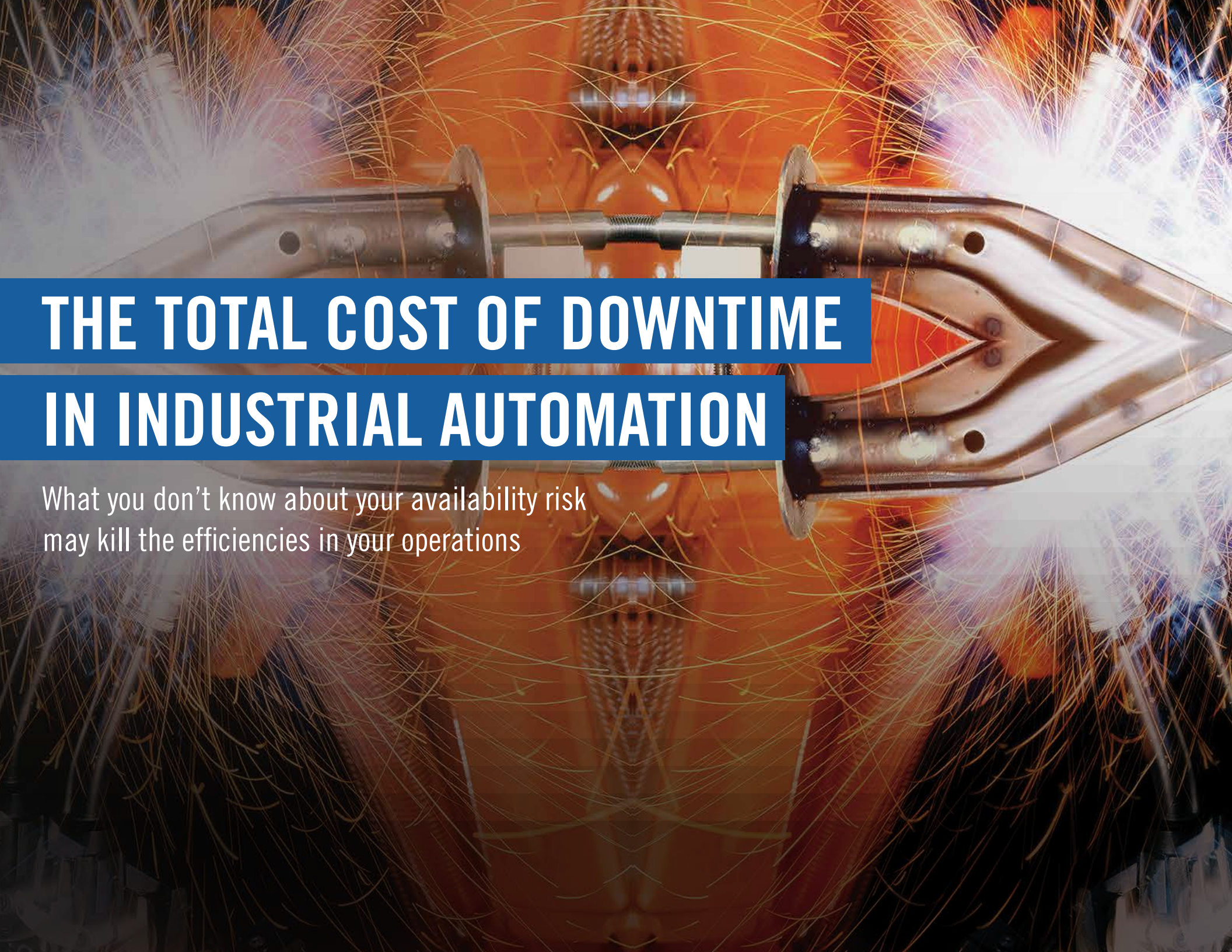


THE TOTAL COST OF DOWNTIME IN INDUSTRIAL AUTOMATION

What you don't know about your availability risk may kill the efficiencies in your operations

Cost of Downtime

IS THE TOTAL COST OF UNSCHEDULED DOWNTIME ACROSS PROCESS INDUSTRIES OR ALMOST

5%

OF OUTPUT VALUE

Unplanned downtime is a major source of significant extra costs, a productivity killer and destroyer of efficiencies.

10×

Unplanned outages result in 10 times the cost of scheduled downtime

5-10%

Increased costs (labor and other direct costs, delayed delivery and unfulfilled orders)

$30k-$50k/h

Typical cost in many industrial settings

$250k+/h

Top average cost per hour of downtime (Aberdeen Group)

2-5%

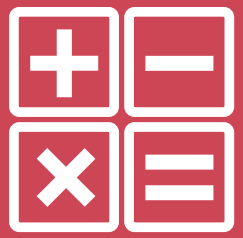
Lost production in petro-chemicals*

*Statistics from: Maintaining Virtual System Uptime in Today's Transforming IT Infrastructure, Aberdeen Group, Feb. 2016

$10k/h

In a natural gas compression station

HOW MUCH DOES DOWNTIME COST YOUR OPERATIONS?



Assess your risk level:
www.stratus.com/cost-of-downtime-calculator

Number of hours of operation at risk

15

HOURS+/ YR

3.6 DOWNTIME INCIDENTS PER YEAR

3-4HRS IS THE AVERAGE DOWNTIME PER INCIDENT

The difference in cost of unplanned downtime between 99% and 99.99(9)% availability is huge!

99% availability equals
87.7 hours of unscheduled
downtime per year

$874k
downtime cost at $10k/h

$4.4m
downtime cost at $50k/h

99%
AVAILABILITY

99.95% availability equals
4.4h per year

$44k
downtime cost at $1k/h

$218k
downtime cost at $50k/h

99.95%
AVAILABILITY

99.999% availability equals
0.09h per year

$0.9k
downtime cost at $10k/h

$4.4k
downtime cost at $50k/h

99.999%
AVAILABILITY

How the cost of unplanned downtime adds up

Cost of unplanned downtime is big $$$ and a big risk.
It will negatively impact your bottom line ... and it's avoidable.

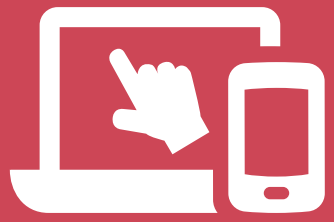
DIRECT COSTS OF INTERRUPTION

- Inability to deliver on customer orders and expectations
- Idle labor and overtime labor
- Production spoilage / waste
- Equipment damage and production-line repair
- Cost of restoring operations
- Cost of clean-up and disposal

OTHER COSTS OF DOWNTIME

- Negative publicity; damaged reputation
- Data loss
- Environmental harm
- Worker safety incidents
- Worker safety incidents
- Lost Customers
- Law Suits
- Overtime
- Spoilage

HOW MUCH UNPLANNED DOWNTIME IS ACCEPTABLE IN YOUR ENVIRONMENT?



Check now at
www.stratus.com/mfg

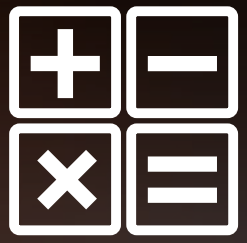
IMPLEMENTATION OF FAULT-TOLERANT APPLICATION AVAILABILITY MINIMIZES DOWNTIME AND DATA LOSS

Fault-tolerant systems engineered with redundant components specifically designed to prevent unplanned downtime are the better choice.

Stratus™

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



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