

CHOOSING THE RIGHT SOLUTION

# ON-PREMISE VS. HOSTED DEPLOYMENT

| DEPLOYMENT  | ON-PREMISE                      | HOSTED                          |
|---|---------------------------------|---------------------------------|
| <p>AWS Cloud is included with every Cartegraph OMS subscription. For an on-premise deployment of OMS, there is an annual fee of 10% of your software subscription.</p>  | +10% of annual subscription fee | \$0                             |
| <b>OPTIONAL - Additional Cloud Security</b>   |                                 |                                 |
| <p><b>AWS GovCloud</b></p> <p>Highest level of cloud security, only available to government customers and organizations in highly regulated industries.</p>   | -                               | 3% annual fee (\$5,000 minimum) |
| <p><b>Database Encryption at Rest</b></p> <p>Cartegraph encrypts all cloud data in transit. This option will keep your data encrypted while it sits in the cloud. Available with Standard and GovCloud.</p>   | -                               | \$5,000/yr                      |
| <p><b>Offline Backups</b></p> <p>Cartegraph backs up cloud data regularly. If you want additional offline backups for your records, we will run them at a cadence of your choice (weekly, monthly, quarterly, or annually)</p>  | -                               | \$500/backup                    |
| <p><b>Server OS and Hardware - Technical Specs</b></p> <p>An on-premise deployment requires you to have your own server operating system and hardware. The cost is generally calculated by the number of site users. The numbers in this comparison reflect the cost of 20 users without consideration of an annual increase.</p> | \$36,000                        | \$0                             |

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|---|------------|--------|
| <p><b>Database Software (SQL)</b></p> <p>In addition to on-premise hardware, you'll need database software, such as database(s), monitoring, middleware, operating systems, and more.</p>   | \$7,000    | \$0    |
| <p><b>IT Infrastructure Management and Support</b></p> <p>These are costs related to all underlying software and hardware components for on-premise deployments and are usually based on the total number of site users. This is in addition to the application software (e.g., relational database, windows server OS, IIS communication services) and the physical support and IT management of these operational elements. This isn't needed with a hosted deployment.</p> | \$20,000   | \$0    |
| <p><b>Disaster Recovery</b></p> <p>Disaster recovery is critical to the continued availability of your data and systems in the event of an outage. Most on-premise deployments rely on a secondary data center that is located away from the primary data center. While pricing varies by install, we estimated it to be 5% of license fees for on-premise deployment.</p>  | \$4,259    | \$0    |
| <p><b>Annual Maintenance and Support</b></p> <p>The cost of annual maintenance is generally a percentage of the hardware and software cost to maintain the on-premise system. We based these numbers off an estimation of 20% and the cost of 20 site users, not considering an annual cost increase. In a hosted model, maintenance and support are included.</p>  | \$8,600    | \$0    |

| OTHER BENEFITS OF HOSTED DEPLOYMENT | ON-PREMISE | HOSTED |
|-------------------------------------|------------|--------|
| Technical Support Time Savings      | ×          | ✓      |
| Seamless Upgrade Path               | ×          | ✓      |
| Version Control                     | ×          | ✓      |
| Monitoring Capabilities             | ×          | ✓      |
| Customer Resource Allocation        | ×          | ✓      |