

# ZEXTRAS<sup>®</sup>

## Calculate your savings thanks to Zextras Suite **Storage Management**

NUMBERS DON'T LIE!



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# 1. Why the ROI of Software Matters

2020 was tough, and one of the most important drivers for Tech professionals for 2021, was **keeping the software investments under control**, in the first place. Now, according to Gartner <sup>1</sup>, it seems that IT spendings are growing at fast pace again, but the funds are coming from other departments. The choice of software will depend on more characteristics than usual:

1. The **product quality** - we've got you covered <sup>2</sup>
2. The **price** - we're pretty confident our pricing is competitive <sup>3</sup>
3. The **Return On Investment** - we can provide to your company.

It is not only a matter of features and productivity but now also Tech experts have to demonstrate that the product makes sense both for their principal scopes and for the overall business. In a crucial moment like this, when the CTO, IT managers, the CFO, and the cost-controllers are sitting at the same table, while outside the windows Covid-19 still ravages, we thought you needed this guide from us.

In other words, it is increasingly important to **justify IT expenses**. When an expense brings economical advantage to your company (ROI), you win.

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<sup>1</sup> [\(2021, April 7\) Gartner Forecasts Worldwide IT Spending to Reach \\$4 Trillion in 2021. Retrieved from Gartner Research Portal.](#)

<sup>2, 3</sup> [Customer Survey 2020 on 3000 active customers](#)

If you're reading these pages, you're probably testing Zextras Suite or you're considering trying it.

We hope you're enjoying the trial, or we suggest starting it, and we'll promise to provide you with all the information you may need to completely understand the Zextras Suite advantages and take a reasoned decision when the trial is over.

With this paper, you'll learn **how Zextras Suite helps public and private organizations, and service providers, to save money in the first place**, while getting advanced features to implement a **secure and flexible digital workplace**.

## 2. How Zextras Suite Helps You Save Money

Zextras Suite helps you save money in various ways.

**Compression** of every data. Every element that enters the platform, be it an email, or an attachment, is immediately compressed.

**Deduplication** gets rid of unnecessary copies that steal space useful for further data.

**HSM** (Hierarchical Storage Management) allows you to go for different storage solutions flexibly. By mixing and matching you can decrease costs. More about that in the further pages.

**Object Storage** is a great solution nowadays, since it is scalable. Zextras Suite can be integrated with this kind of storage, too.

It is the combination of these methods that is the crucial ingredient of our software. In fact, the right mix of these factors is what makes your company save more money than the cost of Zextras Suite itself.

**ZEXTRAS SUITE COST FOR YOUR COMPANY < STORAGE'S \$ SAVING**

Beyond that, of course, the platform assures you **100% security of your data**.

All these practices won't corrupt or decrease your data quality. Moreover, the object storage integration assures you not to run out of space, so **your data will be always saved, at less cost**.

## 2.1 Compression

Storing a corporation's data and its backups that rapidly grow to an incredible size costs you new expensive storage devices, unless you take advantage of data compression.

**Zextras Smart Storage Management** introduces a **real-time compression** through the gzip algorithm. Using this technique, **gzip scans for duplicate data strings in a file.**

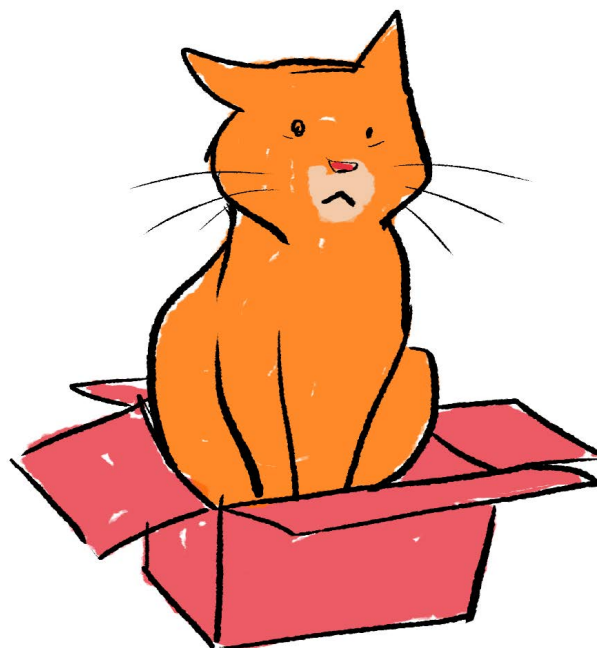
This procedure replaces any recurring sequences of characters with a link to the matching string that appeared first. Theoretically, the compression ratio of this method can be as high as 10:1, **saving around 90% of the space.**

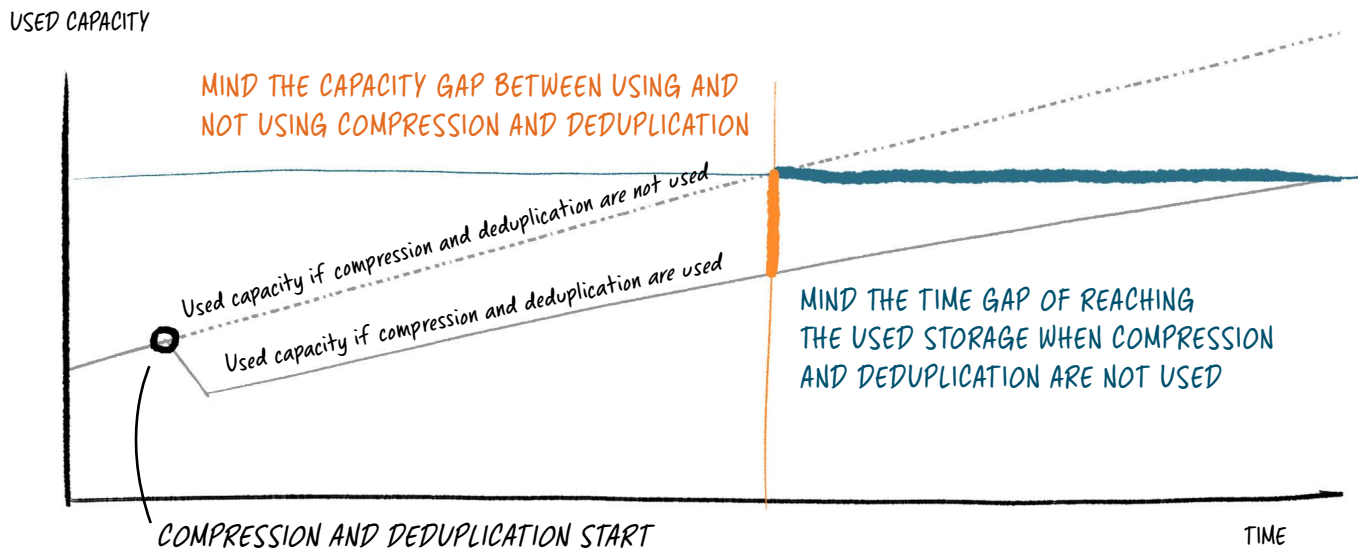
The compressed size may vary based on many characteristics, so we can't tell a precise percentage. Nonetheless, practical experiments have shown that this method on average can **save around 35% of storage** according to the usual file formats of a mail server such as texts.

### Why you need Compression

Compression:

1. Allows you to use your storage space more **efficiently.**
2. Immensely **delays** the need for storage expansion.
3. Gives you more time to **better estimate** your needs for expansion.





## Savings Thanks to Compression

Let's calculate how much saving you can achieve thanks to Compression:

$$\text{Savings Delivered by Compression} = \text{Cost of Storage} \times \text{Compression Percentage}$$

$$(\text{Compression Percentage} = 1 - \text{Compression Ratio}^{-1})$$

- **Saving Delivered by Compression** is the profit you earn using compression,
- **Cost of Storage** is the storage expenses including the price, maintenance, etc.,
- **Compression Percentage** is the percentage of storage you free up after compression,
- **Compression Ratio** is the proportion of space needed for uncompressed data to space needed for compressed data, for example, a 5:1 compression ratio means that 5 units of data (for example, 5TB) are stored in 1 unit of disk space (for example, 1TB).

## Compression - Scenario

Let's calculate the savings delivered by compression of 1TB of data, with these assumptions:

- The compression ratio is 1.54:1 (based on the properties of the data),
- The average cost of storing 1TB of data is \$3,000 a year (including maintenance costs).

Based on the assumptions above, after the compression, the required storage would reduce to 0.65TB eliminating the need for an additional 0.35TB, **saving 35%** of the cost.

$$\text{Compression Percentage} = 1 - \text{Compression Ratio}^{-1} = 1 - 1.54^{-1} = 0.35$$

### Saving Delivered by Compression

$$= \text{Cost of Storage} \times \text{Compression Percentage}$$

$$= 3,000_{(\$/\text{Year per TB})} \times 0.35 = 1,050_{(\$/\text{Year per TB})}$$

- Total estimated cost **without compression** = **3,000**  $_{\$/y}$  for each TB of data,
- Total estimated cost **with compression** = **1,950**  $_{\$/y}$  for each TB of data,
- **Savings** = **1,050**  $_{\$/y}$  for each TB of data.

## 2.2 Deduplication

Given the explosive growth of information, data deduplication plays a vital role in bearing the cost.

Zextras Smart Storage Management introduces item deduplication that **stores each item only once** and references it multiple times, which leads to **huge saving space**.

**Zimbra's rudimentary deduplication** is tied to a **limited cache** while Zextras Smart Storage Management's deduplication **continues to work regardless of any cache or timing**.

Data deduplication plays a vital role in **affordability**, considering the explosive growth of data nowadays.

Cost savings is one of the important benefits of deduplication. Among its other benefits, **reducing the expenses of storage equipment and floor space**, power consumption for **cooling**, and **labor** can be mentioned because there is less equipment to operate and manage.

### Why you need Deduplication

Deduplication:

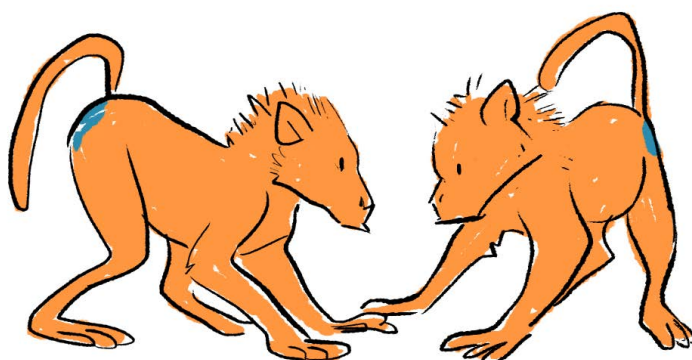
1. **Frees up** storage space to be used more efficiently.
2. **Eliminates** the need for regular storage expansion.
3. **Improves** your server performance.

This **increase in efficiency and effectiveness** of the storage helps corporations to **remove constraints on data growth, improve their service levels leading to improve their competitiveness**.

The amount of duplicated data in an environment can vary by the characteristics and access patterns of the data.

Nonetheless, you can have a rough idea of your environment's potential to create duplication. For example, **files created by office employees** often contain **redundant data** and are **frequently distributed or copied**.

This is true especially for a big corporation that sends emails internally to all the employees. Such environments can benefit the most from Deduplication.





## Storage saving thanks to Deduplication

Let's calculate how much saving you can achieve thanks to Deduplication:

***Savings Delivered by Deduplication = Cost of Storage × Deduplication Percentage***

*(Deduplication Percentage = 1 - Deduplication Ratio<sup>-1</sup>)*

- **Savings Delivered by Deduplication** is the profit you earn using Deduplication,
- **Cost of Storage** is the storage expenses including the price, maintenance, etc.,
- **Deduplication Percentage** is the percentage of storage you free up after Deduplication,
- **Deduplication Ratio** is the proportion of logical data to physical space needed to store the Deduplicated data, for example, a 5:1 Deduplication ratio means that 5 units of logical data (for example, 5TB) are stored in 1 unit of physical disk space (for example, 1TB).

# Deduplication - Scenario

Let's calculate the savings delivered by deduplication of 1TB of data, with these assumptions:

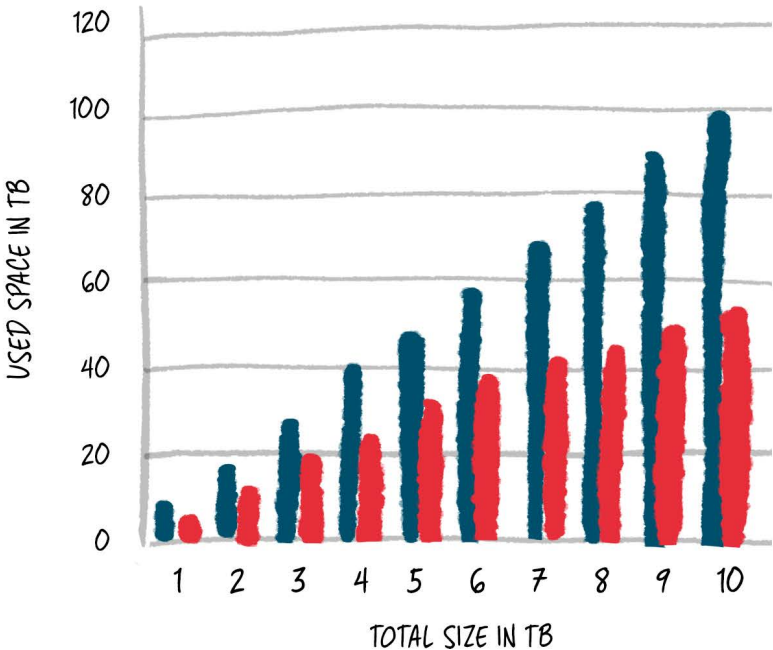
- The deduplication ratio is 1.11:1 (based on the number of the objects),
- The average cost of storing 1TB of data is \$3,000 a year (including maintenance costs).

Based on the assumptions above, after the deduplication, the required storage would reduce to 0.9TB eliminating the need for an additional 0.1TB, **saving 10%** of the cost.

**Deduplication Percentage =  $1 - \text{Deduplication Ratio}^{-1} = 1 - 1.11^{-1} = 0.1$**

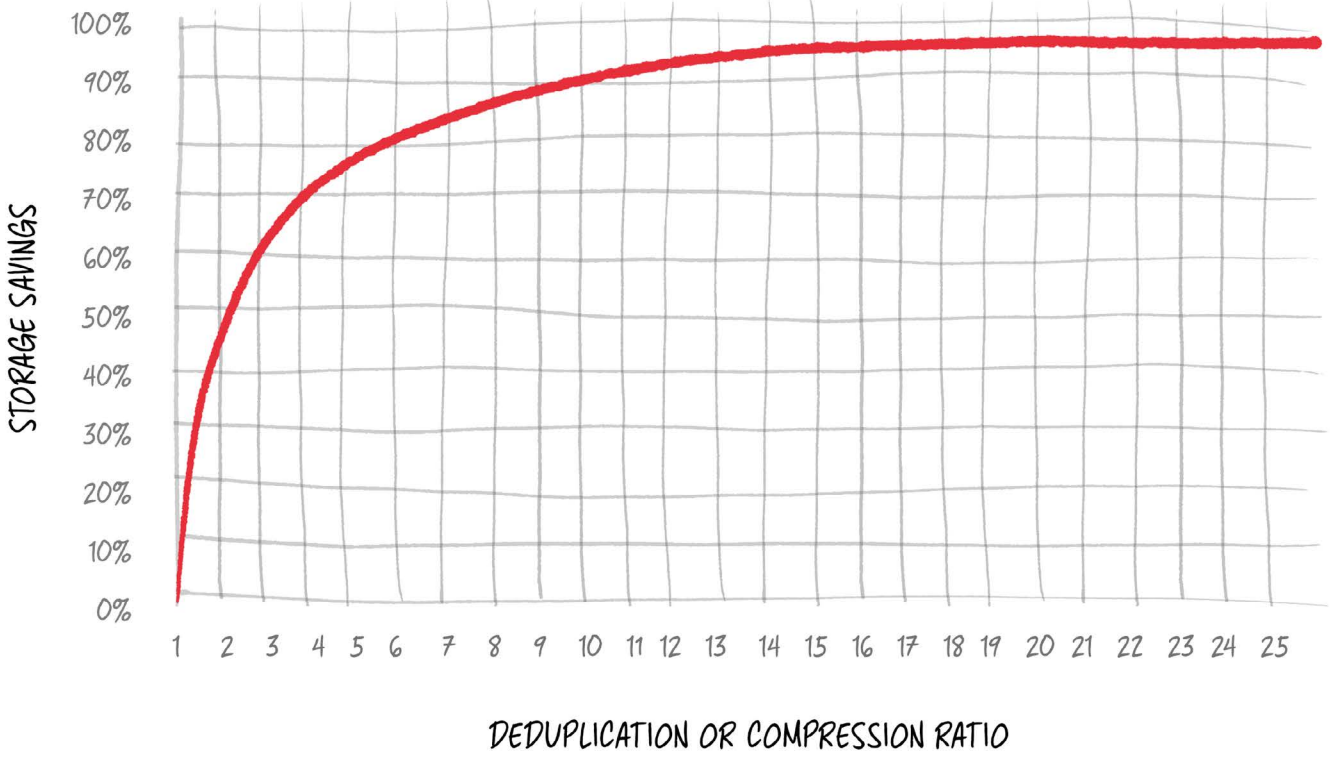
**Saving Delivered by Deduplication**  
 = Cost of Storage × Deduplication Percentage  
 = 3,000<sub>(\$/Year per TB)</sub> × 0.1 = 300<sub>(\$/Year per TB)</sub>

- Total estimated cost **without deduplication** = 3,000<sub>\$/y</sub> for each TB of data,
- Total estimated cost **with deduplication** = 2,700<sub>\$/y</sub> for each TB of data,
- **Savings** = 300<sub>\$/y</sub> for each TB of data.



**Deduplication ratio** is a function of objects in the server. It means the more emails you have the deduplication ratio becomes bigger, therefore the impact it has on savings is higher.

- UNDEDUPLICATED SIZE IN TB
- DEDUPLICATED SIZE IN TB



The degree to which deduplication impacts storage-saving is not very intuitive. In fact, you don't even need a crazy deduplication ratio to achieve high savings. As you see in the plot and the table, **even a tiny increase** in the deduplication ratio gives you a **huge saving** in terms of storage.

This rate of change is far more eminent in smaller ratios. It means that deduplication **even with a small ratio can be beneficial**.

Saving is a factor of  $(1-r^{-1})$ , therefore for a deduplication ratio of 3, the saving would be  $2/3$  or approximately **66%**. Continuing this will give us the values in the table:

The ratio of 1 means that there is no duplicated data to be deduplicated or data can not be compressed further, therefore, there would be no storage saving.

DEDUPLICATION OR COMPRESSION RATIO	STORAGE SAVING
2:1	50%
5:1	80%
10:1	90%
50:1	98%
100:1	99%
500:1	99.8%

## 2.3 Hierarchical Storage Management

Not all data are accessed at the same rate and it can be cleverly used to save money.

The basic idea behind this is that **not all data is accessed at the same rate**. So why not putting the least frequently accessed data to **slower, cheaper storage**, and the most accessed data to **faster, more expensive ones** in order to **save on the costs and improve user experience**.

Hierarchical Storage Management or **HSM** is a technology that allows us to **move data between storage devices based on a defined policy**.

The most common use of this technique is to move older data from faster-but-expensive storage to slower-but-cheaper ones, since the older data is generally used less, the users won't experience any slowdown while it costs much less using slower storage.

Having a great impact on the user experience is not HSM's only benefit, in fact, it can **reduce the storage costs for the corporation** since not only you will end up saving on what you would have to spend on new and fast volumes but it also helps you **reduce structural costs** by leaving the current mail data on smaller space.

### Why you need HSM

All corporations are under pressure to meet the **exponential demand for storage capacity**. However, studies show that around **60% of data on the storage is rarely used** or even inactive.

It's extremely difficult to estimate the benefits of HSM on your environment. Actually, it's not a question of how useful HSM can be since its benefits have already been approved in practical situations several times, it's a matter of **how to obtain it while Zimbra open source edition doesn't offer it at all**.



Zextras smart storage management can provide you with a **fully operational HSM** that can bring you a lot of benefits.

Here are some examples, **HSM frees up resources by optimizing** the resources the company already owns **without the need to buy new hardware**. Consequently, it also saves money by moving the bulk of company data into a slower device, especially if your corporation manages a large amount of data.

**Saving time** is another important benefit that is usually neglected. Optimizing the delivery of data to the user has an evident time-wise impact on user experience. **Archiving backups on lower-level devices** as they are not frequently used, improves the chance of **rescuing your data if data is lost or damaged on frequently used devices**.

### Storage savings thanks to HSM

Let's calculate how much saving you can achieve with HSM:

***Savings Delivered by HSM = Data on Slow Storage × Cost Difference between Storages***

***= Data on Slow Storage × Cost of Fast Storage × (1 - Cost Ratio)***

*(Cost Ratio = Cost of Slow Storage / Cost of Fast Storage)*

- **Savings Delivered by HSM** is the profit you earn using HSM,
- **Cost difference of storage** is the difference between the cost of fast storage and slow storage per unit, including the price, maintenance, ...,

Another important factor is the cost of transferring your data to a different storage. One huge advantage of Zextras Suite is that you can perform a live migration to transfer your data. It means that you don't need to switch off the server that means you don't suffer from the down-time of the server. With Zextras Suite you can migrate, upgrade, and grow your platform seamlessly.

## Hierarchical Storage Management - Scenario

Let's calculate the savings delivered by HSM of 1TB of data, with these assumptions:

- Recent emails make 20% of the total amount of data (Based on the policy you define indicating the time period of the emails that should be transferred to a low-level device),
- The average cost of storing 1TB of data on your current storage is \$3,000 a year (including maintenance costs),
- The cost of slower storage is 25% less than the current one.

Based on the assumptions above, you move 80% of the total data to a low-level device. Besides all the optimization benefits, it frees up 80% of the storage giving you the difference between two storage expenses even without considering the fact that after a while the price of the storage you needed to buy decreases. Also, it gives you more time to estimate how much more storage you will need.

Considering that the cost of slower storage is 25% less than the faster one, we get

$$\text{Cost Ratio} = \text{Cost of Slow Storage} / \text{Cost of Fast Storage} = 0.75$$

### Savings Delivered by HSM

$$\begin{aligned} &= \text{Data on Slow Storage} \times \text{Cost of Fast Storage} \times (1 - \text{Cost Ratio}) \\ &= 0.8(\text{TB}) \times 3,000_{(\$/\text{Year per TB})} \times (1 - 0.75) = 600_{(\$/\text{Year})} \text{ for each TB of data} \end{aligned}$$

- Total estimated cost **without HSM** = **3,000**<sub>(\$/Year)</sub> for each TB of data,
- Total estimated cost **with HSM** = **2,400**<sub>(\$/Year)</sub> for each TB of data,
- **Savings** = **600**<sub>(\$/Year)</sub> for each TB of data.

## 2.4 Object Storage Integration

Variable nature of an on-premise storage cost makes it almost impossible to evaluate while the cost of an object storage is always fixed and easy to evaluate. You will also pay only for the space you use.

Object storage is a data management technique that considers **storage data as distinct units** that are called **objects**. These objects are kept in a single storehouse and are not ingrained in files inside other folders. Instead, object storage combines the pieces of data that make up a file, adds all its relevant metadata to that file, and attaches a custom identifier.

Moving away from the **on-premise storage that is nearly always unused** although you have **already paid for it**, can make a huge difference in cost management. You can obtain as little or as much capacity as you need and **only pay for the amount you used**.

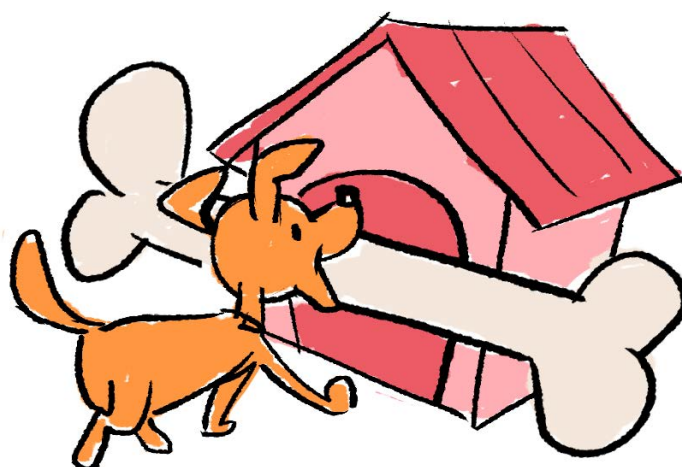
### Object Storage Integration - Scenario

#### Example 1

Imagine you're a service provider that needs to store your customers' data. You have to estimate how much local storage you need. Then, you'll buy them and, of course, pay in advance.

The issues with this situation are two.

The first is that you can't be sure of how many customers you can get. So, **you may have underestimated the amount of space** you need and you can't solve this in real-time. You should look for additional servers, buy them and wait to have them delivered or made accessible to you for using. In this time, the further clients may decide to change provider.



Secondly, if **you don't need a certain amount of storage anymore** (let's say that a customer decreased their amount of data), you'll find yourself with abandoned and unused servers.

This kind of examples work also with big online events that take place once a year, or once and no more. Companies need many more servers to process huge amount of data, but once the event is over, they don't need those servers anymore.

## Example 2

Imagine you need to buy storage for a company with 1000 employees. You decide to provide each user 10GB of storage.

First of all it sums up to 10TB which is a lot of space that you need to pay for, therefore you go with the second approach which is purchasing only 5GB for each user, but after a while you will recognize that it is not enough and force to buy new storage which means you have to again evaluate the amount of storage you need. Unless you have a clear vision about the amount of the storage you need, you will never find the sweet spot.

**Alternatively**, you can consider object storage that not only eliminates the hidden costs of on-premise storage maintenance, it also charge you on the exact amount of storage you have used which the true sweet spot you were looking for.

To summarize, you should remember that the total cost of ownership (TCO) consists of both capital expense (CAPEX) including design and implementation costs as well as operating expense (OPEX) for the day-to-day functioning, maintenance, and electricity. By migrating to the object storage there is a significant reduction of the TCO at least by 30% based on 3 year period, and becomes greater through time.

### Savings in 3 years = onPremise Storage TCO × reduction ratio

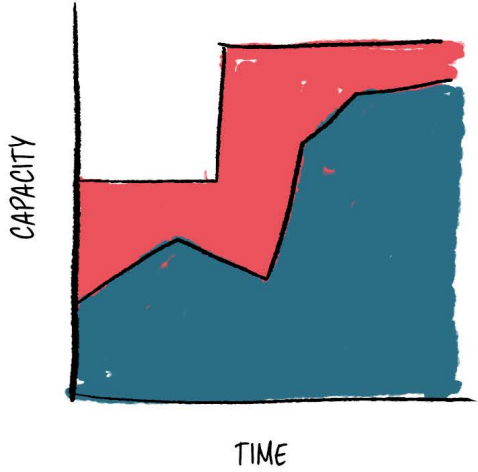
#### Savings delivered by Object Storage Integration

= ~ 3,000 \$/yearTB × 3 years × 0.3

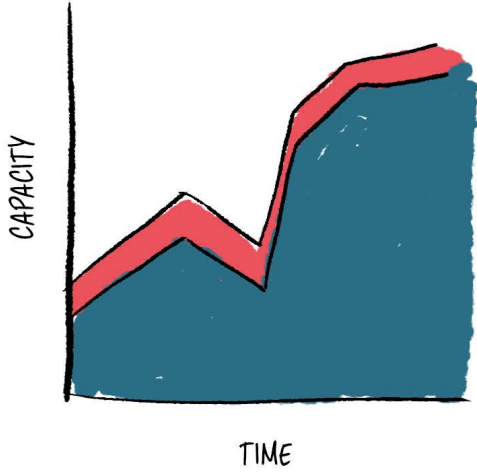
= 2,700 \$/TB per 3 years



TRADITIONAL PURCHASE



PAY AS YOU USE

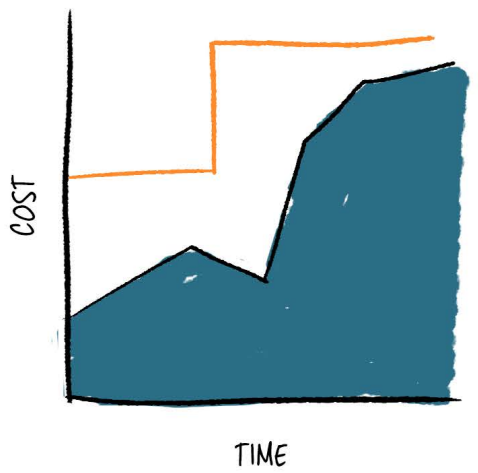


USED SPACE  
UNUSED SPACE

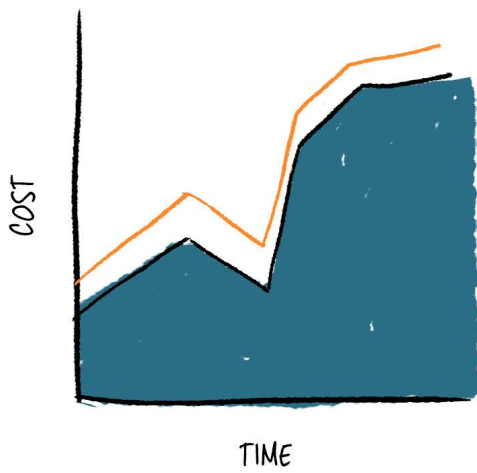
The problem with the traditional purchase is that the cost is a function of purchased space, not the used space, therefore, you have to pay for the unused space as well.

With the new strategy, you only pay for the space you use.

TRADITIONAL PURCHASE



PAY AS YOU USE

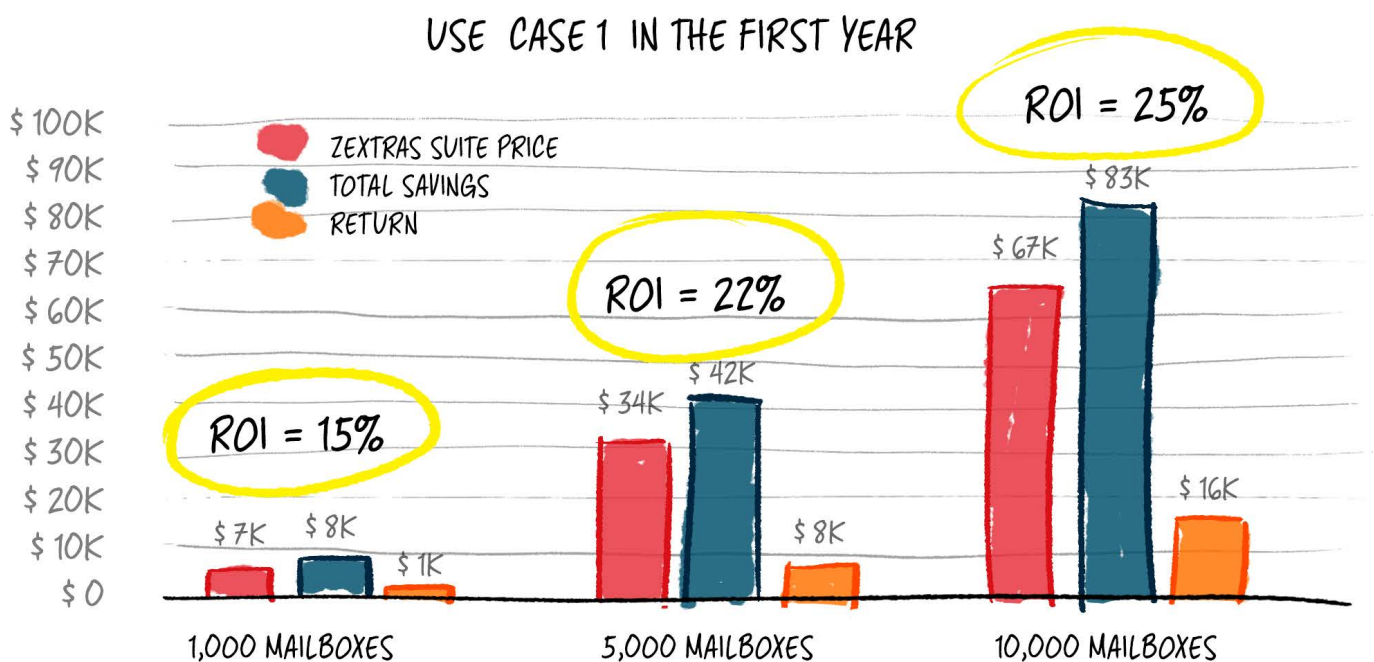


USED SPACE  
COST OF SPACE

## 3. Practical Cases

### 3.1 Use Case 1

With Zextras Suite you can migrate your data to two local storage with different access times in order to implement an HSM strategy. In addition to that you will have the benefits of deduplication and compression. Each of these features saves you some expenses. Let's try to estimate how much you will save each year with different number of mailboxes:



#### Assumptions:

- Size of each mailbox equals 10GB
- The price of 1TB of faster and more expensive storage is \$650 <sup>1</sup>
- The price of 1TB of slower and more affordable storage is \$100 <sup>2</sup>
- The deduplication percentage is 10 <sup>3</sup>
- The compression percentage is 35 <sup>4</sup>
- The primary tier contains emails of the past 15 days on the faster storage
- Average data used by a single user in a single day equals roughly 10MB.

<sup>1</sup> Roughly \$2,600 for 4TB of SSD SAS storage on average

<sup>2</sup> Roughly \$400 for 4TB of HDD NLSAS storage on average

<sup>3</sup> The ratio is roughly 1.11:1

<sup>4</sup> The ratio is roughly 1.54:1

<b>Number of Mailboxes</b>	<b>= 1,000</b>
<b>Investment</b> (yearly cost of Zextras Suite Basic)	= \$ 7,276.27
<b>Savings by Deduplication</b>	
= <b>Cost of Storage</b> × <b>Deduplication Percentage</b>	
= 1,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.1	= \$ 650
<b>Savings by Compression</b>	
= <b>Cost of Storage</b> × <b>Compression Percentage</b>	
= 1,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.35	= \$ 2,275
<b>Savings by HSM using more affordable storage as tier 2)</b>	
= <b>Data on Slow Storage</b> × <b>Cost Difference between Storages</b>	
= (1,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> - 1,000 <sub>(Mailbox)</sub> × 0.00001 <sub>(TB/Mailbox)</sub> × 15 <sub>(Day)</sub> ) × (650 <sub>(\$)</sub> - 100 <sub>(\$)</sub> )	= \$ 5,417.5
<b>Total Savings</b> = 650 + 2,275 + 5,417.5	= \$ 8,342.5
<b>Return</b> = Total Savings – Investment = 8,342.5 – 7,276.27	= \$ 1,066.23
<b>ROI</b> = Return / Investment × 100 = 1,066.23 / 7,276.27 × 100	<b>= 15%</b>

<b>Number of Mailboxes</b>	<b>= 5,000</b>
<b>Investment</b> (yearly cost of Zextras Suite Basic)	= \$ 34,130.86
<b>Savings by Deduplication</b>	
= <b>Cost of Storage</b> × <b>Deduplication Percentage</b>	
= 5,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.1	= \$ 3,250
<b>Savings by Compression</b>	
= <b>Cost of Storage</b> × <b>Compression Percentage</b>	
= 5,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.35	= \$ 1,137.5
<b>Savings by HSM (using more affordable storage as tier 2)</b>	
= <b>Data on Slow Storage</b> × <b>Cost Difference between Storages</b>	
= (5,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> - 5,000 <sub>(Mailbox)</sub> × 0.00001 <sub>(TB/Mailbox)</sub> × 15 <sub>(Day)</sub> ) × (650 <sub>(\$)</sub> - 100 <sub>(\$)</sub> )	= \$ 27,087.5
<b>Total Savings</b> = 3,250 + 1,137.5 + 27,087.5	= \$ 41,712.5
<b>Return</b> : Total Savings – Investment = 41,712.5 – 34,130.86	= \$ 7,581.64
<b>ROI</b> = Return / Investment × 100 = 7,581.64 / 34,130.86 × 100	<b>= 22%</b>

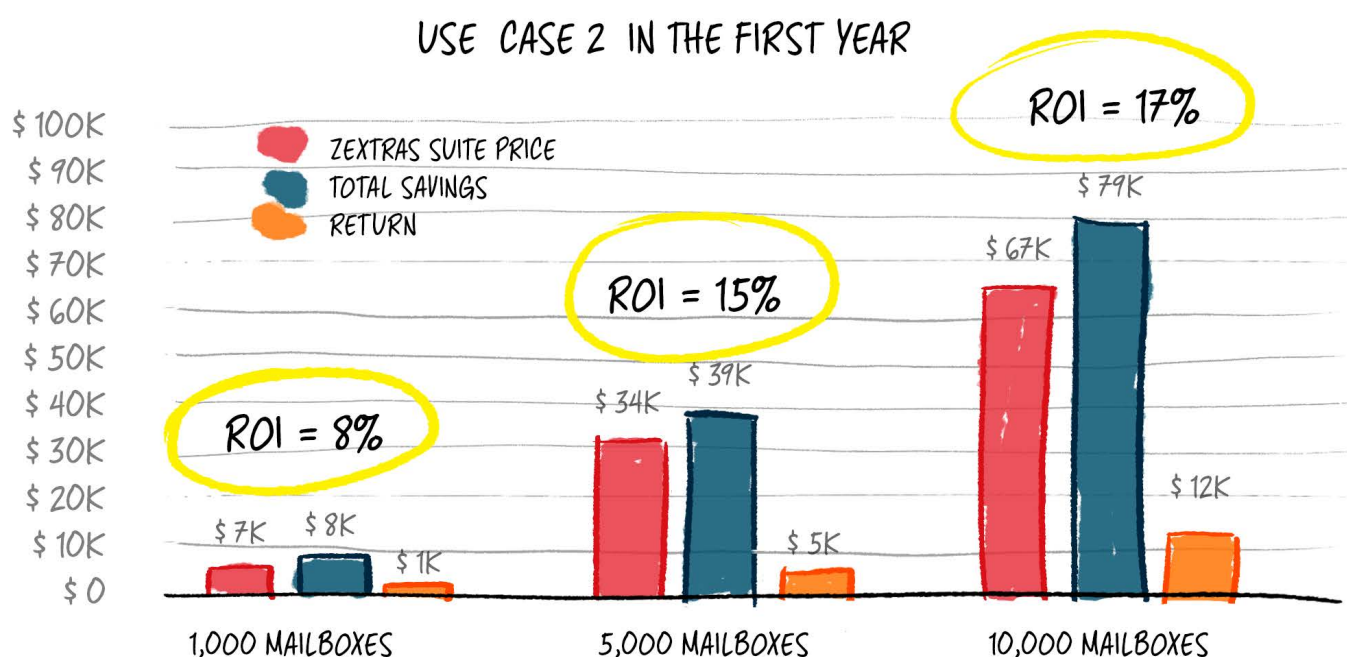
<b>Number of Mailboxes</b>	<b>= 10,000</b>
<b>Investment</b> (yearly cost of Zextras Suite Basic)	= \$ 66,930.45
<b>Savings by Deduplication</b>	
= <b>Cost of Storage</b> × <b>Deduplication Percentage</b>	
= 10,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.1	= \$ 6,500
<b>Savings by Compression</b>	
= <b>Cost of Storage</b> × <b>Compression Percentage</b>	
= 10,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.35	= \$ 22,750
<b>Savings by HSM (using more affordable storage as tier 2)</b>	
= <b>Data on Slow Storage</b> × <b>Cost Difference between Storages</b>	
= (10,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> - 10,000 <sub>(Mailbox)</sub> × 0.00001 <sub>(TB/Mailbox)</sub> × 15 <sub>(Day)</sub> ) × (650 <sub>(\$)</sub> - 100 <sub>(\$)</sub> )	= \$ 54,175
<b>Total Savings</b> = 6,500 + 22,750 + 54,175	= \$ 83,425
<b>Return</b> = Total Savings – Investment = 83,425 – 66,930.45	= \$ 16,494.55
<b>ROI</b> = Return / Investment × 100 = 16,494.55 / 66,930.45 × 100	<b>= 25%</b>

## 3.2 Use Case 2

With Zextras Suite you can migrate your data to two storage. In order to implement an **HSM strategy** the primary tier contains emails of recent 15 days on a local storage, and the secondary tier contains the rest on an AWS S3 Standard-Infrequent Access object storage.

In addition to that, you will have the benefits of **deduplication** and **compression** in the primary storage. Each of these features saves you some expenses.

Let's try to estimate how much you will save in three years period with different number of mailboxes:



### Assumptions:

- Size of each mailbox equals 10GB
- The price of 1TB of local storage is \$650 <sup>1</sup>
- The price of 1TB of object storage is \$150 <sup>2</sup>
- The deduplication percentage is 10 <sup>3</sup>
- The compression percentage is 35 <sup>4</sup>
- The primary tier contains emails of the past 15 days on the faster storage
- Average data used by a single user in a single day equals roughly 10MB.

<sup>1</sup> Roughly \$2,600 for 4TB of SSD SAS storage in average

<sup>2</sup> Roughly \$150 for 1 year of AWS S3 Standard-Infrequent Access Object Storage

<sup>3</sup> The ratio is roughly 1.11:1

<sup>4</sup> The ratio is roughly 1.54:1

<b>Number of Mailboxes</b>	<b>= 1,000</b>
<b>Investment</b> (yearly cost of Zextras Suite Basic)	= \$ 7,276.27
<b>Savings by Deduplication</b>	
= <b>Cost of Storage</b> × <b>Deduplication Percentage</b>	
= 1,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.1	= \$ 650
<b>Savings by Compression</b>	
= <b>Cost of Storage</b> × <b>Compression Percentage</b>	
= 1,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.35	= \$ 2,275
<b>Savings by HSM</b> (using Object Storage as tier 2)	
= <b>Data on Slow Storage</b> × <b>Cost Difference between Storages</b>	= \$ 4,925
= (1,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> – 1,000 <sub>(Mailbox)</sub> × 0.00001 <sub>(TB/Mailbox)</sub> × 15 <sub>(Day)</sub> ) × (650 <sub>(\$)</sub> – 150 <sub>(\$)</sub> )	
<b>Total Savings</b> = 650 + 2,275 + 4,925	= \$ 7,850
<b>Return</b> = Total Savings – Investment = 7,850 – 7,276.27	= \$ 573.73
<b>ROI</b> = Return / Investment × 100 = 573.73 / 7,276.27 × 100	<b>= 8%</b>

<b>Number of Mailboxes</b>	<b>= 5,000</b>
<b>Investment</b> (yearly cost of Zextras Suite Basic)	= \$ 34,130.86
<b>Savings by Deduplication</b>	
= <b>Cost of Storage</b> × <b>Deduplication Percentage</b>	
= 5,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.1	= \$ 3,250
<b>Savings by Compression</b>	
= <b>Cost of Storage</b> × <b>Compression Percentage</b>	
= 5,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.35	= \$ 1,1375
<b>Savings by HSM</b> (using Object Storage as tier 2)	
= <b>Data on Slow Storage</b> × <b>Cost Difference between Storages</b>	
= (5,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> – 5,000 <sub>(Mailbox)</sub> × 0.00001 <sub>(TB/Mailbox)</sub> × 15 <sub>(Day)</sub> ) × (650 <sub>(\$)</sub> – 150 <sub>(\$)</sub> )	= \$ 24,625
<b>Total Savings</b> = 3,250 + 1,1375 + 24,625	= \$ 39,250
<b>Return</b> = Total Savings – Investment = 39,250 – 34,130.86	= \$ 5,119.14
<b>ROI</b> = Return / Investment × 100 = 5,119.14 / 34,130.86 × 100	<b>= 15%</b>

<b>Number of Mailboxes</b>	<b>= 10,000</b>
<b>Investment</b> (yearly cost of Zextras Suite Basic)	= \$ 66,930.45
<b>Savings by Deduplication</b>	
= <b>Cost of Storage</b> × <b>Deduplication Percentage</b>	
= 10,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.1	= \$ 6,500
<b>Savings by Compression</b>	
= <b>Cost of Storage</b> × <b>Compression Percentage</b>	
= 10,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> × 650 <sub>(\$/TB)</sub> × 0.35	= \$ 22,750
<b>Savings by HSM</b> (using Object Storage as tier 2)	
= <b>Data on Slow Storage</b> × <b>Cost Difference between Storages</b>	
= (10,000 <sub>(Mailbox)</sub> × 0.01 <sub>(TB/Mailbox)</sub> – 10,000 <sub>(Mailbox)</sub> × 0.00001 <sub>(TB/Mailbox)</sub> × 15 <sub>(Day)</sub> ) × (650 <sub>(\$)</sub> – 150 <sub>(\$)</sub> )	= \$ 49,250
<b>Total Savings</b> = 6,500 + 22,750 + 49,250	= \$ 78,500
<b>Return</b> = Total Savings – Investment = 78,500 – 66,930.45	= \$ 11,569.55
<b>ROI</b> = Return / Investment × 100 = 11,569.55 / 66,930.45 × 100	<b>= 17%</b>

## 4. Conclusion

In these pages, we proved how a single part of our software - the storage management one - **makes your company save even before starting using the full product!**

**Zextras Suite's cost can be less than the money you save thanks to it**, and, most important, the platform includes many more features beyond the storage ones. Real-time backup, collaborative editing, and communication tools are just a preview of how you can power up your Zimbra Open Source. You can check all the features on our website: [zextras.com/suite](https://zextras.com/suite)

Nowadays, it is increasingly essential to measure all your team's expenses and extract a tangible value from every software you purchase for your company. If you can prove this value before buying the product, you're already halfway there!

Now it's your turn. Ready to start saving?

GET ZEXTRAS SUITE

ASK FOR A CONFIGURATION

*If you still need more information to understand how the product works, we suggest you visit our product pages. However, feel free to go ahead: we promise we won't take anything for granted! If you feel like you're missing out on something, drop us a line and we'll update you, as well as this piece of content.*

# ZEXTRAS<sup>®</sup>

**Need help  
or suggestions?**

**GET IN TOUCH!**

