



# Potencia Technologies

Power Protection Solutions



## UPS Cost Justification Worksheet

Power protection boils down to a very basic dollars and cents issue. The consequences of inadequate power protection are premature hardware failure, system lockups, and data corruption. Ultimately these issues translate into lost manhours, lost production time and lost revenue.

This worksheet is designed to assist you in determining the estimated dollar savings that a UPS solution can provide your company. Take some time to fill out the information on the printed form to calculate your cost of downtime for one hour.

|       |   |          |
|-------|---|----------|
| 1     | Number of critical loads:   | _____    |
|       | <i>Critical loads = any equipment running or supporting mission-critical applications</i> |          |
| 2     | Number of employees using critical loads:   | _____    |
| 3     | Employees' average hourly earnings:   | _____    |
| 4     | Estimated cost of lost business per hour of downtime:                                     | _____    |
| 5     | Cost of service calls per hour (average cost is \$100/hour):                              | _____    |
| 6     | Cost of replacing hardware (if applicable):   | _____    |
| 7     | Cost of reinstalling software (if applicable):  | _____    |
| 8     | Cost of recreating data (if applicable):  | _____    |
| <hr/> |   |          |
| 9     | Lost employee time (line 2 x 3):  | _____    |
|       |   | +        |
| 10    | Lost business (line 4):   | _____    |
|       |   | +        |
| 11    | Service (line 5):   | _____    |
|       |   | +        |
| 12    | Replaced hardware and software (line 6 + 7):  | _____    |
|       |   | +        |
| 13    | Recreating data (line 8):   | _____    |
| <hr/> |   |          |
| 14    | ESTIMATED TOTAL COST PER HOUR OF DOWNTIME:  | \$ _____ |

This \$\$\$ figure represents the approximate cost of 1 hour of lost time associated with a power related disturbance. There are other related costs that are more intangible. What if the power problem lasted all day, or longer?