To: David Williams, Tony Osborne

From: J.J.Bunn
Date: March 2, 1993

Subject: Cost of a Minimal MAVC Sizing Configuration

Table 1: Hardware and Software Items for MAVC Sizing

Item	Cost (SFR)
VAXstation 4000-90, 128 MBytes Memory, 1 GByte disk, Single User License	30345
DEC 3000-400 Alpha Server, 128 MBytes Memory, 1 GByte disk, Four Users License	51689
FDDI Equipment for VAXstation 4000	4997
FDDI Equipment for DEC 3000-400	3850
5 GBytes of SCSI Disk in STORME enclosure	22888
Unlimited User License for VMS	85280
(Single user License for VMS)	640
)	

The prices above are unexpectedly high. We have asked "Open/Integration plc", a UK company, to make us an offer for the Alpha part of the above equipment, in order to compare against the Swiss prices. The offer received is shown below, and includes the trade-in of some TA90 equipment and VAXservers which are surplus to our requirements (and which the local DEC Account team were unable to offer to buy back):

Table 2: UK Offer for DEC 3000-400 with trade-in

Item	Cost (Pounds Sterling)
DEC 3000-400 Alpha Server, 128 MBytes Memory, 1 GByte disk, 32 MBytes spare memory, Unlimited VMS User License, Media and Doc.	32077
TA90 equipment/two VAXservers	-6500

This works out at a cost of approximately 56000 Swiss Francs. The same equipment and software bought locally would cost 137000 Swiss Francs! Since CO Group has sufficient funds to cover this purchase, and it gives us the opportunity to profitably dispose of the TA90 equipment, we would like to go ahead and order the equipment from the UK in any case. In the past, we have obtained attractive offers like this from the UK, and DEC have always managed to match them at the last minute. On this occasion we would like to show DEC that we are not bluffing when we threaten to buy elsewhere.

There are other software products that require purchasing for a complete test:

- C
- COBOL
- DECSCHEDULER
- DFS
- DNS
- DOCUMENT (?)
- FORTRAN (1044 SFR per station)
- MULTINET (approx. 500 SFR per station)
- PSI Access (On one station)
- PASCAL
- VAXSET
- VPA (now DECPS)

The most important of these are Fortran, C and Multinet, at an estimated cost of roughly 2500 Swiss Francs per station.