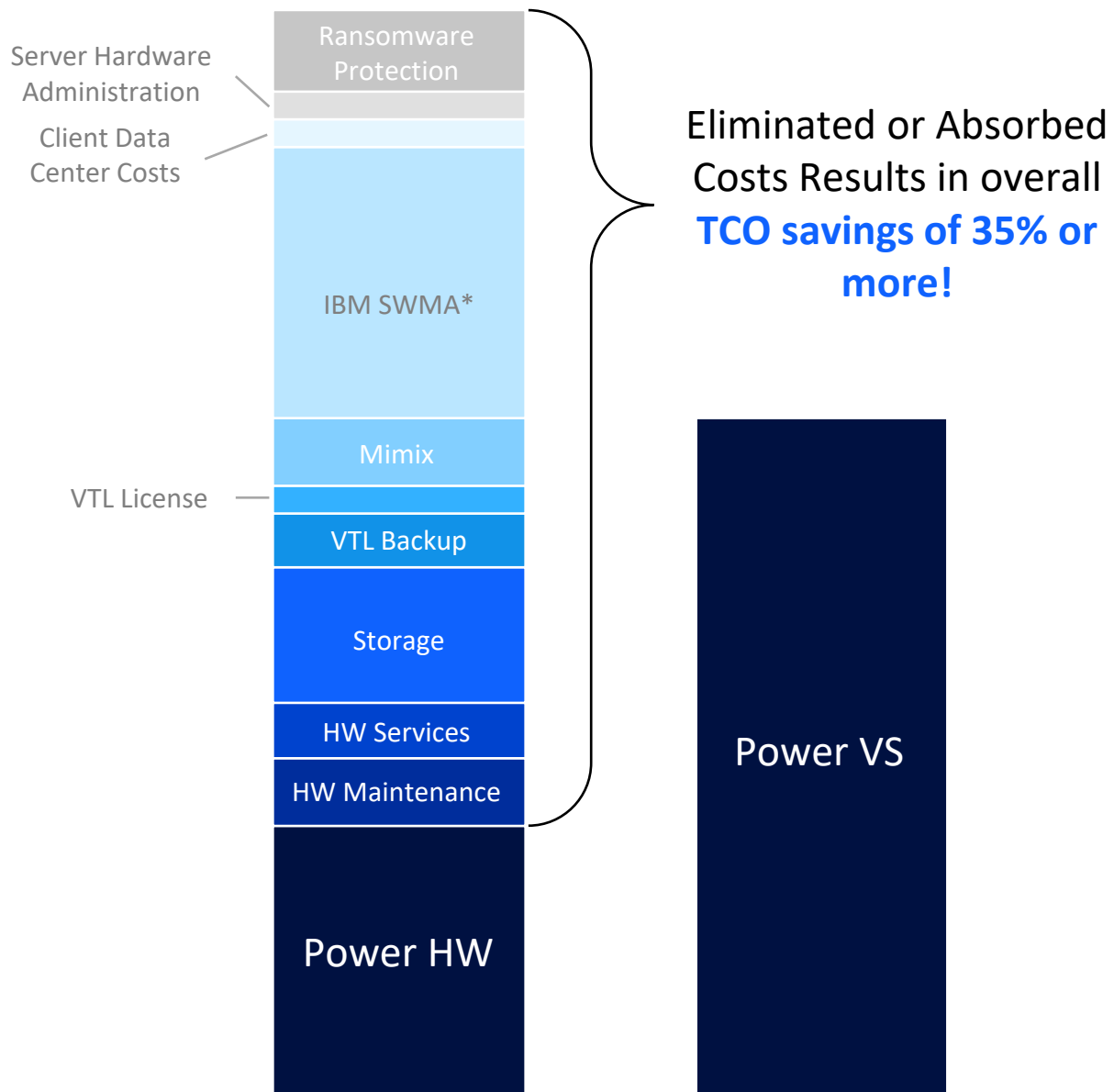


PowerVS eliminates several on-prem cost line items



On-Prem Cost	PowerVS Eliminates or Reduces
Ransomware Protection	Snapshots + air gapped backup with ability to identify the last known good copy -> Included
Server Hardware Administration	Eliminated - OS and applications responsibility of the client/managed services provider
Client Data Center Costs	Eliminated
IBM SWMA (*)	License portability SWMA Included
Mimix (**)	The end state solution with PR and DR both in Cloud would not require Mimix software or services
VTL Backup Software License	Included
VTL Backup Server, Storage, Network	Included
Storage	Included
HW Services	Eliminated
IBM Hardware Maintenance	Eliminated
Power HW	On-prem -> PowerVS