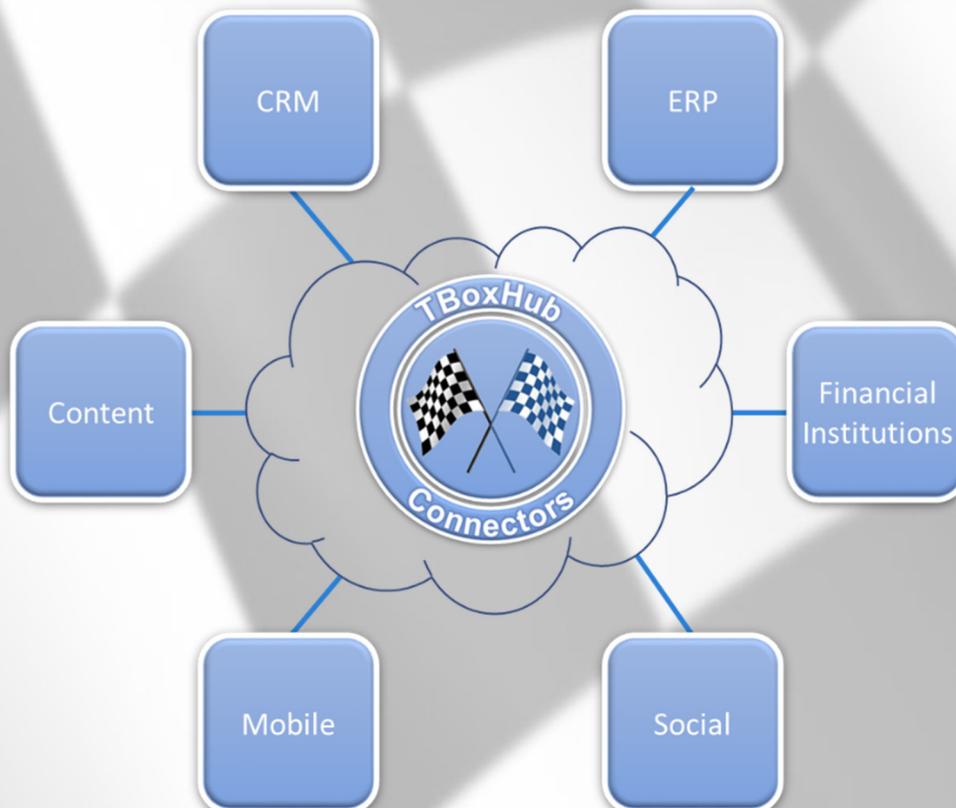


TBoxCloud

Where Integration Meets The Cloud

ENTERPRISE INTEGRATIONS

Understand Your ROI



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1. Cloud Integrations Deliver 1.5 to 2 Times more ROI

Companies are increasing their investment in cloud integrations, and managed services, due to lower upfront costs, faster time to deploy, and lower on-going costs (infrastructure, maintenance, monitoring, security, support, etc.). However, there are other reasons why companies are investing in cloud integrations, beside the short-term value and payback; studies show that cloud integrations yield 1.5 to 2 times more ROI than on-premise solutions. In fact, those studies show that cloud integrations, particularly combined with fully-managed services, continue increasing benefits overtime, especially as companies keep adding applications to their cloud integrations.

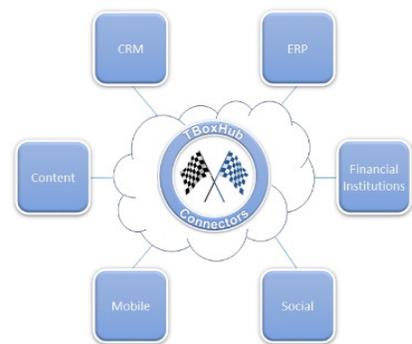
2. Cloud Integrations are delivered on average 50% faster

The technology used by TBoxCloud for cloud integrations provides the ability to “configure”, not “develop” integrations and deliver integrations 50% faster on average compared to traditional integrations. In addition to being more cost effective and a valuable time-saver for companies, the demand on customer resources during implementation is also minimized.

3. Hub-Based Cloud Integrations: More benefits that traditional solutions

Dealing with fewer vendors, using scalable technology, and bridging the most critical applications for consistent data quality and availability, are some of the most important criteria companies expect from Enterprise integrations today and for the future. A Hub-based Cloud Integration, like the Award-winning TBoxHub integration solution from TBoxCloud, is the preferred and most successful solution available: As its popularity keeps increasing each day, companies realize the benefits and cost savings to implement and maintain Unified Enterprise Integrations, as opposed to disparate and too often isolated integration solutions.

Hub-based Cloud Integrations accelerate and drive sustainable ROI over time, while other tangible and invisible benefits continue to increase on a monthly basis.



4. Important facts about Cloud Integrations

1. Cloud integrations reduce operational cost by 25% on average (support, maintenance, etc.)
2. The Benefits from cloud integrations increase overtime, and increase exponentially as other applications are added to a Hub-based Unified Integration.
3. Cloud integration scalability is more cost effective and faster to deploy. As companies grow and need more effective processes, improve data integrity and customer experience, they expect the technology to support and adapt to the business objectives. Not the other way around.

Case Study: Cerner: Cerner’s health care team needed to streamline and automate the integration of data from various applications into one common electronic medical records application. The integration and automation implementation returned a 628% ROI, Payback in 6 months, and an average Annual Benefit of \$130K.

5. ROI Drivers: Tangible v. Invisible

Studies show that invisible benefits, such as personnel productivity, account for %50 of technology ROI. When calculating the ROI of an Enterprise Integration solution, companies should identify and take into account the invisible benefits. For a list and value of invisible benefits, TBoxCloud recommends enlisting the appropriate department heads, the COO and CFO who can assist in quantifying the potential returns from improved productivity.

6. Cost Comparison between Integration Models

The following matrix compares the tangible costs associated with different integration models. For example, in a traditional integration, customers must purchase the licenses for the middleware, OS, and other applications, as well as the appropriate server/technology infrastructure to support the integrations.

In a Cloud-based integration model, such as the ones offered by TBoxCloud, customers only pay a monthly subscription that bundles together hardware, software, and fully managed services, including support.

Cost Type	Details	Traditional Integration	Hybrid Integration	TBoxCloud (Based on a TBoxHub PROFESSIONAL Model)
Vendors	Number of vendors required to provide the various products and services	Several	Several	1
INITIAL COSTS				
Software	Average initial/1 st year license investment	\$321,000	\$110,000	\$12,000
Hardware	Average Initial hardware investment	\$355,000	\$0	\$0
Consulting	Average consulting cost	\$208,000	\$30,000	\$20,000
Personnel	Average fully loaded cost of personnel to support the deployment	\$265,000	\$30,000*	\$11,000
ONGOING COSTS				
Software	Average software license maintenance fee	\$64,000	\$110,000	\$12,000
Support/SLA	Average support services costs	\$123,000	\$55,000	\$3,600
Personnel	Personnel time devoted to support	2-6 FTEs	0.5-1 FTE	0

* 0.5 FTE for 6 months at \$120,000 fully loaded.

For a complete list of TBoxCloud offerings and integration options, please visit www.tboxcloud.com or contact us at sales@tboxcloud.com.

Visit www.tboxcloud.com to discover the possibilities



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