



UPS cost justification worksheet

This worksheet helps you determine the estimated dollar savings that a UPS can deliver. Simply fill in the information to calculate the costs of one hour of downtime. Actual dollar amounts will vary from company to company, location to location, and industry to industry.

1. Number of critical loads:
Critical loads = any equipment running or supporting your applications (servers, routers, PCs, network devices, etc.) _____
2. Number of employees using critical loads: _____
3. Employees' average hourly earnings: _____
4. Estimated cost of lost business per hour of downtime
(\$1,000, \$5,000, \$10,000 . . .) _____
5. Cost of service calls per hour: _____
6. Cost of recreating or salvaging data (if applicable): _____
7. Cost of replacing hardware (if applicable): _____
8. Cost of reinstalling software (if applicable): _____
9. Lost employee time (line 2 x 3): _____
10. Lost business (line 4): _____
11. Service (line 5): _____
12. Recreating or salvaging data (line 6): _____
13. Replaced hardware and software (line 7 + 8): _____
14. Estimated total cost per hour of downtime: \$ _____

This is only one hour. Imagine if your systems were down all day!