

c-Class Competitive Price targets	<u>HP</u> <u>c3000</u>	<u>IBM BC S with Internal</u> <u>DAS Storage modules</u>
Base enclosure (4 fans, OA, DVD, rails)	\$4,299	\$2,483
2 addl. PS (redundant)	\$698	\$1,218
Fans 2 additional	\$298	\$0
Total enclosure	\$5,295	\$3,701
slots (6 slots with 2 SB40c's)	8	6
2 DAS Storage modules or 2 SB40c's	\$0	\$1,590
DAS Disks (146GB 10K/15K SAS HDD) 12 drives	\$0	\$6,588
Server (1P 5150, 2NICs, 2 drives, 1Gb Mem.)	\$2,567	\$2,799
8, 10 or 14 blades	\$15,402	\$16,794
SAS Connectivity Module - IBM		\$1,998
Ethernet Switch (1 switch) L2/3	\$1,799	\$2,399
Total	\$22,496	\$33,070
Average price per server	\$3,749	\$5,512
		47.0%