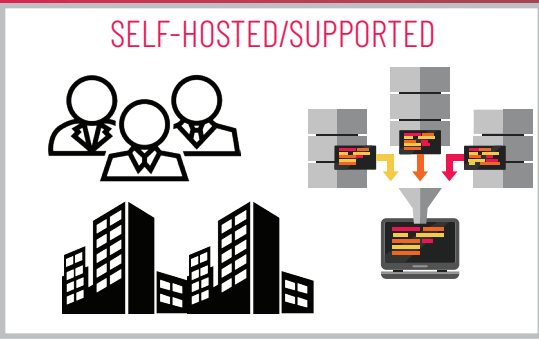




# Managed Services: THE HIDDEN COSTS OF OWNERSHIP

Many people are attracted to Atlassian products because of the seemingly low cost. But what happens when it is time to scale? There are a lot of hidden costs associated with managing your own systems, especially as they continue to grow. As Atlassian Platinum Solution Partners and AWS Gold partners, we can assure you that we are not just vendors who provide software licenses. We are strategic and trusted partners who work as an extension of your team, performing upgrades, monitoring and more. We take the burden off of your team so that they can focus on what they do best. Leave the rest to us.



## Cost factors to consider

## What's Included

- Infrastructure & Operations Labor - \$120,000/yr
- Application Administration Labor - \$100,000/yr
- Infrastructure Hardware - \$15,000/yr
- Ancillary Software and Tools - \$30,000/yr

**\$265,000**

**1  
YEAR**

Enterprise Atlassian  
Server environments

- Initial onboarding - \$20,000
- Managed Support - \$65,000
- Managed Hosting - \$36,000

**\$81,000**

SAVINGS:  
**\$184,000**

- Infrastructure & Operations Labor - 3 x \$180,000/yr
- Application Administration Labor - 3 x \$200,000/yr
- Infrastructure Hardware - 3 x \$24,000/yr
- Ancillary Software and Tools - 3 x \$48,000/yr

**\$1,356,000**

**2  
YEARS**

Enterprise Atlassian  
Data Center environments

- Architecture Scaling - 3 x \$10,000
- Managed Support - 3 x \$110,000
- Managed Hosting - 3 x \$57,600
- Application Upgrades (2x/yr) - Free
- Infrastructure Maintenance - Free

**\$502,800**

SAVINGS:  
**\$853,200**

- Infrastructure & Operations Labor - 5 x \$240,000/yr
- Application Administration Labor - 5 x \$300,000/yr
- Infrastructure Hardware - 5 x \$38,400/yr
- Ancillary Software and Tools - 5 x \$76,000/yr

**\$3,272,000**

**3  
YEARS**

Large Enterprise Atlassian  
Data Center environments

- Architecture Scaling - 5 x \$10,000
- Managed Support - 5 x \$200,000
- Managed Hosting - 5 x \$73,200
- Application Upgrades (2x/yr) - Free
- Infrastructure Maintenance - Free

**\$1,416,000**

SAVINGS:  
**\$1,856,000**

Save yourself the money and the stress and leave the work to us!

