CrossOver Total Cost of Ownership (TCO): A Study
Overview: Many corporate IT organizations currently support other desktop operating systems besides Windows—Macs in the graphics or marketing groups, say, or Linux-based engineering workstations in electrical engineering. However, these workers need access to the office productivity applications employed by Windows users, particularly MS Outlook for calendar and email. As a result, many organizations are forced to equip these workers with two machines—their “production” machine, and a Windows PC which in many cases is used merely for Outlook. This paper examines the return on investment for eliminating the second PC and replacing its functionality with CrossOver.

In cases such as these, the IT administrator essentially has three options available. The first is to maintain two machines per user. The second is to distribute the needed applications to the desktop via a thin-client Windows solution such as Citrix. The final option is to use a solution like CrossOver Linux Professional to run the needed applications on the production PC without Windows.

Following is a table that examines total cost of ownership (TCO) for a 100-person engineering department over a 3-year period running dual hardware, Citrix, and CrossOver. The analysis examines both the hard and soft costs associated with each deployment solution.
The numbers presented are undoubtedly not the be-all end-all of cost figures. But by anybody’s math, it is clear that by far the largest cost factor in the equation is the care and feeding of additional PC hardware. This makes supporting dual hardware platforms prohibitively expensive, and is to be avoided if at all possible. Citrix is fine solution, but comes with a much higher attendant hassle factor in the form of managing CALs. CrossOver, on the other hand, is both low-cost and low-hassle. Particularly for organizations that already possess Unix adminstration skills inhouse, CrossOver Linux will fit seamlessly into their current environment, and provide them with much less expensive Windows productivity costs.