Business Impact of IT Unavailability
Worksheet

1. Can your people work without your servers?

2. How many people would be down?

3. How much do you pay each person per day on average?

4. How much business would you lose per day from your existing customers if you have no computers?

5. How much lost sales (new business) do you incur per day if you have no computers?

6. Once your servers are operational, at what deficiency are your people while they catch up and get back up to speed (in percent), e.g., 50% less efficient.

Cost Calculator:

Wages: \( (2) \times (3) = \) 

Lost Business: \( + (4) \)

Lost Sales: \( + (5) \)

\[ = \)

Now add on the percentage from number 6. \( + \) 

Cost per day of server(s) down \( = \)

7. Now, how long can your business really survive if your servers are down?

8. So you agree that you need to protect your IT in order for your business to function.

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