



Hybrid Cloud Cost Modeling Worksheet

Plow Networks

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7101 Sharondale Court
Suite 200
Brentwood, TN 37027
plow.net

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About This Worksheet

Public cloud list pricing is the start of the cost model, not the end. Real-world hybrid cloud spend includes egress charges, inter-region traffic, licensing changes, commitment discounts, support tiers, and third-party tooling. This worksheet walks through a 3-year total cost of ownership calculation that surfaces the hidden line items most initial budgets miss.

Tip: Run this for each major workload category separately (production, dev/test, backup/DR, analytics). Aggregated totals obscure the workloads where the economics break.

3-Year TCO Breakdown

Direct Cloud Costs

Line Item	Year 1	Year 2	Year 3
Compute (reserved + on-demand)	\$ _____	\$ _____	\$ _____
Storage (block, object, archive tiers)	\$ _____	\$ _____	\$ _____
Database / managed services	\$ _____	\$ _____	\$ _____
Subtotal: Direct costs	\$ _____	\$ _____	\$ _____

Network & Data Movement

Line Item	Year 1	Year 2	Year 3
Egress charges (cloud → internet / on-prem)	\$ _____	\$ _____	\$ _____
Inter-region replication traffic	\$ _____	\$ _____	\$ _____
Inter-AZ traffic (where applicable)	\$ _____	\$ _____	\$ _____
Dedicated connectivity (Direct Connect, ExpressRoute)	\$ _____	\$ _____	\$ _____
Subtotal: Network	\$ _____	\$ _____	\$ _____

Licensing & Software

Line Item	Year 1	Year 2	Year 3
OS / Windows licensing changes on cloud migration	\$ _____	\$ _____	\$ _____
Commercial database licensing (Oracle, SQL Server, etc.)	\$ _____	\$ _____	\$ _____
Third-party application licenses affected by cloud hosting	\$ _____	\$ _____	\$ _____
Subtotal: Licensing	\$ _____	\$ _____	\$ _____

Operational Costs

Line Item	Year 1	Year 2	Year 3
Cloud support tier (% of monthly spend)	\$ _____	\$ _____	\$ _____
Monitoring / observability tooling	\$ _____	\$ _____	\$ _____
Backup + DR tooling (beyond native)	\$ _____	\$ _____	\$ _____
Security tooling (CSPM, CWPP, SIEM integration)	\$ _____	\$ _____	\$ _____
Staff time / MSP fees for ongoing management	\$ _____	\$ _____	\$ _____
Subtotal: Operational	\$ _____	\$ _____	\$ _____

Sensitivity Analysis

The initial TCO is a best-guess snapshot. Sensitivity analysis stress-tests the number against changes you can't fully predict.

Scenario	Expected Impact	Year 3 Total If Triggered
Data volume 2x faster than projected	Direct + network up 40-80%	\$ _____
Egress-heavy workload pattern emerges	Network up 3-10x	\$ _____
Commitment terms renegotiated at renewal	Direct up 10-25%	\$ _____
Workload repatriated to on-prem	Migration cost + loss of commitment discount	\$ _____
Provider price increase (2026 patterns)	All lines up 5-15%	\$ _____

3-Year TCO Summary

Category	Total
Direct Cloud Costs	\$ _____
Network & Data Movement	\$ _____
Licensing & Software	\$ _____
Operational Costs	\$ _____
Base 3-Year TCO	\$ _____
Sensitivity adjustment (higher-risk scenario)	\$ _____
Risk-Adjusted 3-Year TCO	\$ _____

How to Use the Result

Base TCO < Status Quo: Cloud economics check out. Proceed to the rest of the evaluation.

Base TCO \approx Status Quo: Cloud isn't a cost play here. Justification has to come from agility, resilience, or strategic positioning – make sure those benefits are documented.

Base TCO > Status Quo by >20%: Either the workload is a poor cloud fit, or the design needs rework. Don't commit until you understand why.

Need Help Modeling Your Cloud TCO?

Plow Networks runs cost models across mid-market hybrid cloud deployments – we know where the hidden charges live and how to stress-test projections before you commit.

[Request a Cost Modeling Review →](#)