

Type		Amount
Wage Expense	Embedded Software Engineers	1
Wage Expense	Hardware Technician	2
Wage Expense	IT/Customer Support	1
Self Salary	CEO/CTO/COO	3
Total wage expenses		

Component	Component Type	Unit Cost
LIDAR Device	Benewake Tfmini Micro Lidar	\$39.00
Cane Handle	#VALUE!	\$9.73
Vibration Devices	#VALUE!	\$8.99
Ultrasonic Module	#VALUE!	\$30.63
Distribution Costs	Amazon Fullfillment	\$18.67
Total		\$107.02

Pricing	Annual Interest Rate	Interest Amt		Monthly Insta
		Annual	Monthly	12-month
\$450	3.75%	\$17	\$1	\$39

Fullfillment by Amazon				
Cost Type	Distribution Prices	Costs	Quantity Sold	
Unit Distribution (2-3lbs)	5.26	2498.5	Year	5700
Jan-Sept Storage	6.21	2949.75	Month	475
Oct-Dec Storage	7.2	3420		
	Monthly	8868.25		
	Annually	106419		
	Per Unit	18.67		

	Annual Cost
	\$176,524
	86600
	24960
	135000
	\$423,084

Units Sold		
350	450	550
\$13,650.00	\$17,550.00	\$21,450.00
\$3,405.50	\$4,378.50	\$5,351.50
\$3,146.50	\$4,045.50	\$4,944.50
\$10,720.50	\$13,783.50	\$16,846.50
\$6,534.50	\$8,401.50	\$10,268.50
\$460,541.00	\$471,243.00	\$481,945.00

allment Periods
6-month
\$76

Pricing	550
\$500	-\$185,541
\$550	-\$158,041
\$600	-\$130,541
\$700	-\$75,541
\$500	-\$185,541
\$900	\$34,459

Price	450
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Quantity	Cost of Goods
5700	\$610,014.00
2850	\$305,007.00
1425	\$152,503.50
712.5	\$76,251.75

Potential Profit
U.S. population with vision issues
U.S. population with vision issues and white cane usage
U.S. White Cane Population
If sold to 5% of population
Amount sold
If sold to 2% of population
Amount sold
If sold to 1% of population
Amount sold
If sold to 0.2% of population
Amount sold
If sold to 0.1% of population
Amount sold

Number of canes sold

800	850
-\$71,243	-\$56,945
-\$31,243	-\$14,445
\$8,757	\$28,055
\$88,757	\$113,055
-\$108,700	-\$56,945
\$248,757	\$283,055

Other Expense	Total Expenses	Revenue	Profit	Profit Margin
\$423,084	\$1,033,098.00	\$2,565,000.00	\$1,531,902.00	0.597232749
669644	\$974,651.00	\$1,282,500.00	\$307,849.00	0.240038207
558084	\$710,587.50	\$641,250.00	-\$69,337.50	-0.108128655
\$423,084	\$499,335.75	\$320,625.00	-\$178,710.75	-0.557382456

Overall
11400000
5%
570000
0.05
28500
0.02
11400
0.01
5700
0.002
1140
0.001
570