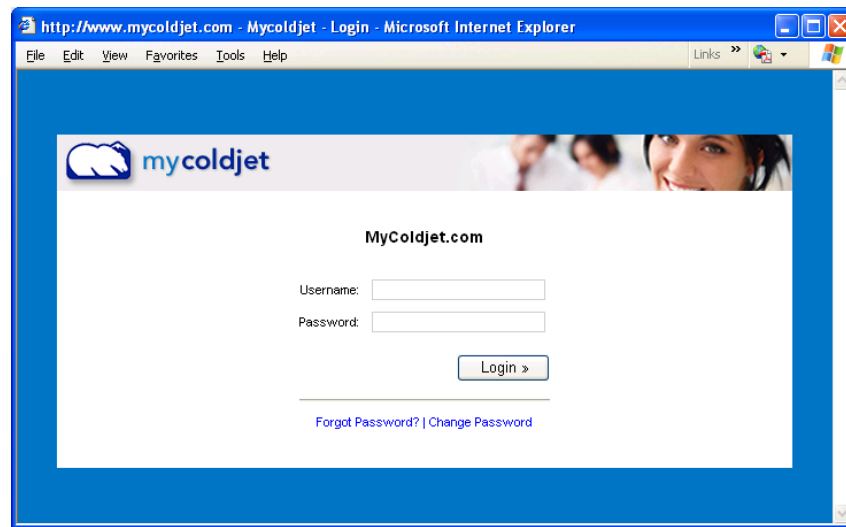


mycoldjet.com

ROI Tool – Quick Start

March 2009

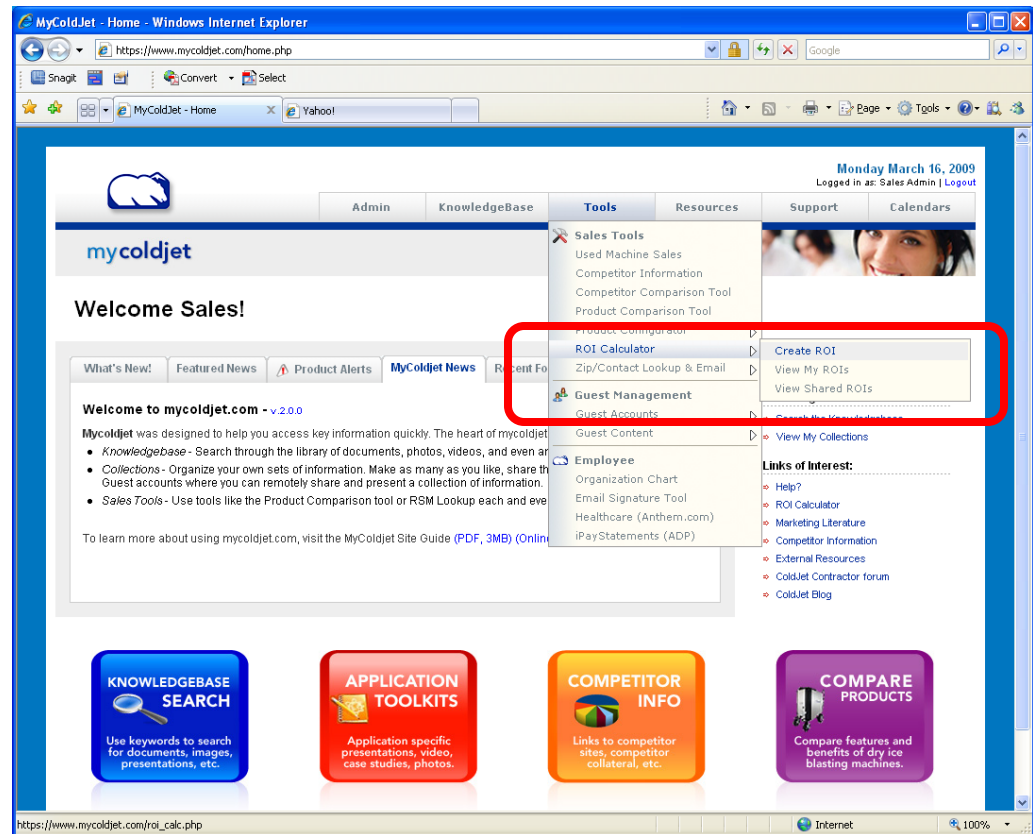


ROI Quick Start

The ROI tools allow you to create and save a new ROI; view, print, edit or copy your own saved ROIs or view, print or copy archived ROIs of others on the Sales team.

Use the Tools menu to get to all key ROI areas:

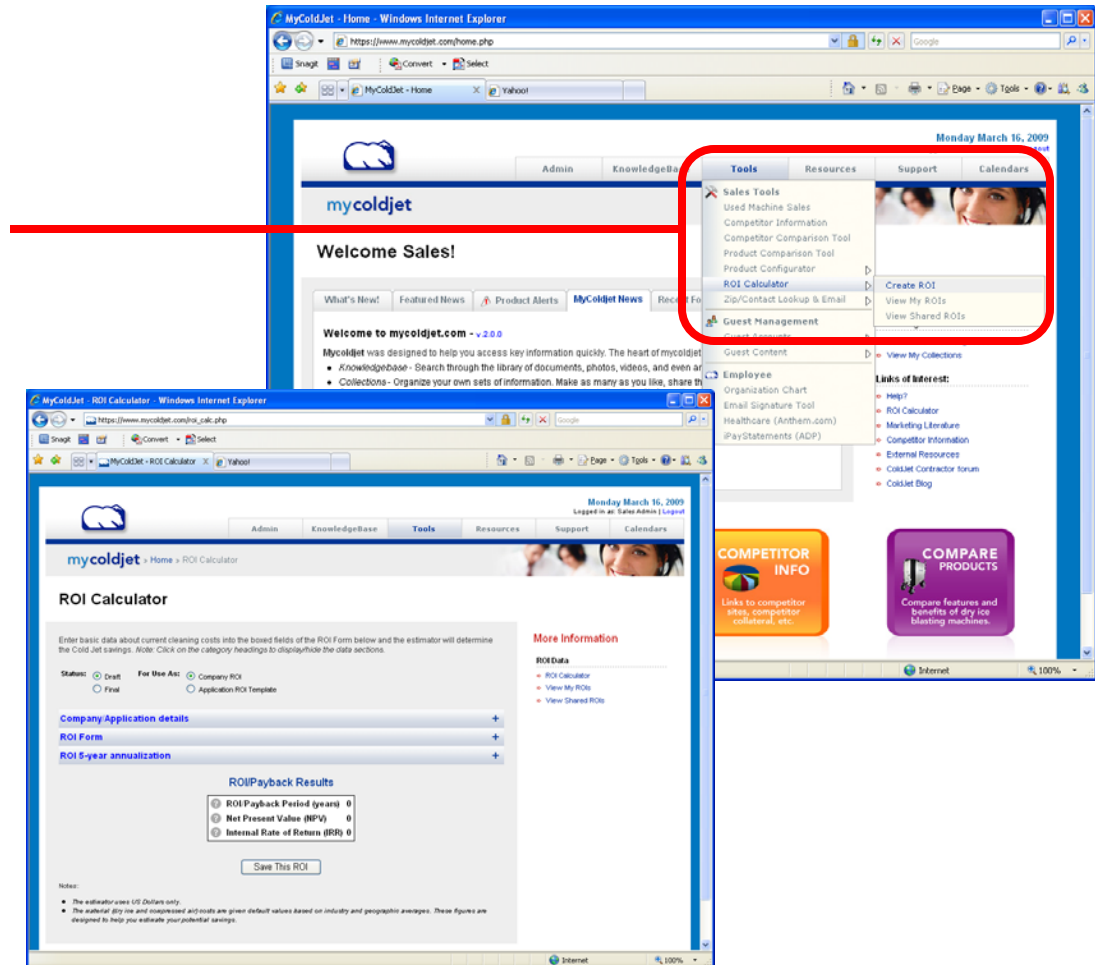
- Create ROI
- View My ROIs
- View Shared ROIs



Creating an ROI

To create an ROI, start by clicking the *Tools, ROI Calculator, Create ROI* option in the menus.

The ROI Calculator page opens.



The ROI Page

The Create ROI page is divided into three main sections:

- Status/Type selection
- Expandable ROI Data input forms
- Real-time Calculated ROI Results

By default, a new ROI's status is set to *Draft*, type is set to *Company ROI* and all data sections are collapsed.

The Create ROI page also has a single action button: *Save This ROI* to save your work.

MyColdJet - ROI Calculator - Windows Internet Explorer

https://www.mycoldjet.com/roi_calc.php

Monday March 16, 2009
Logged in as: Sales Admin | Logout

Admin KnowledgeBase Tools Resources Support Calendars

mycoldjet > Home > ROI Calculator

ROI Calculator

Enter basic data about current cleaning costs into the boxed fields of the ROI Form below and the estimator will determine the Cold Jet savings. *Note: Click on the category headings to display/hide the data sections.*

Status: ☒ Draft For Use As: ☒ Company ROI
☐ Final ☐ Application ROI Template

Company/Application details +
ROI Form +
ROI 5 year annualisation +

ROI/Payback Results

ROI/Payback Period (years)	0
Net Present Value (NPV)	0
Internal Rate of Return (IRR)	0

Save This ROI

Notes:

- The estimator uses US Dollars only.
- The material (dry ice and compressed air) costs are given default values based on industry and geographic averages. These figures are designed to help you estimate your potential savings.

More Information

ROI Data

- ROI Calculator
- View My ROIs
- View Shared ROIs

Creating an ROI - Set Status and Type

ROIs are created with both a *Status* and a *Type*. These settings determine how your ROIs are saved and shared, and what data is required to be entered:

- Status
 - *Draft*: appears only to you (will not be shared with other mycoldjet members) and can be shared with a Guest. You are not required to enter all data in order to save a Draft ROI
 - *Final*: will be automatically shared with other Sales members and can be shared with a Guest. Must include all required data.
- Type
 - *Company ROI*: is an ROI you are preparing specifically for a Prospect.
 - *Application Template*: is not associated with a specific Company.

The screenshot shows the 'MyColdJet - ROI Calculator' web application. The 'Status' section is highlighted with a red box, showing 'Draft' selected. The 'Type' section shows 'Company ROI' selected. The 'ROI Payback Results' section displays 'ROI Payback Period (years) 0', 'Net Present Value (NPV) 0', and 'Internal Rate of Return (IRR) 0'.

Note: You do not need to name your ROIs, they will be automatically named and dated when you save them.

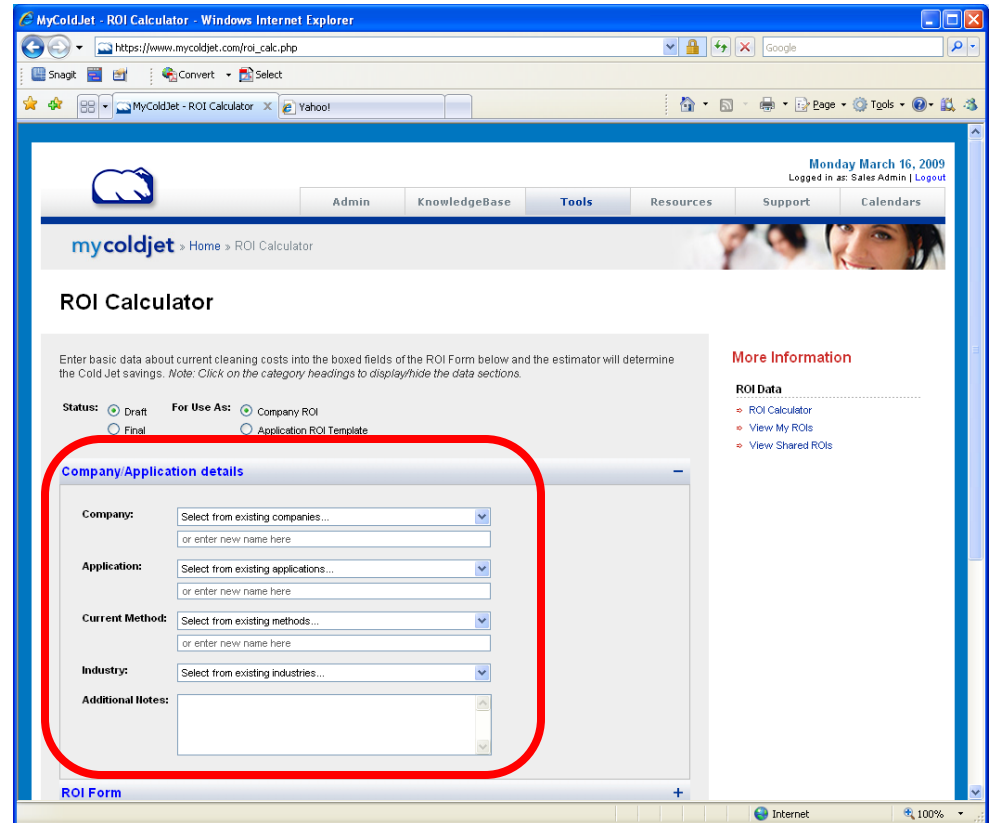
Creating an ROI – Assign metadata

Click on the *Company/Application details* header to expand it.

Enter the data you wish based on the Status and Type of the ROI be entered:

For each item you can either:

- Select an existing item from the associated pulldown
- Enter new data when the information does not exist in the pulldown(s). These items are then added to the pulldown for the next use.



The screenshot shows the 'MyColdJet - ROI Calculator' web application in a Windows Internet Explorer browser. The page title is 'MyColdJet - ROI Calculator - Windows Internet Explorer'. The URL is 'https://www.mycoldjet.com/roi_calc.php'. The page has a navigation bar with links: Admin, KnowledgeBase, Tools, Resources, Support, and Calendars. The date is 'Monday March 16, 2009' and the user is logged in as 'Sales Admin'. The main content area is titled 'ROI Calculator' and contains instructions: 'Enter basic data about current cleaning costs into the boxed fields of the ROI Form below and the estimator will determine the Cold Jet savings. Note: Click on the category headings to display/hide the data sections.' The 'Company/Application details' section is expanded and highlighted with a red box. It contains the following fields: 'Company' (pulldown menu with 'Select from existing companies...' and a text input 'or enter new name here'), 'Application' (pulldown menu with 'Select from existing applications...' and a text input 'or enter new name here'), 'Current Method' (pulldown menu with 'Select from existing methods...' and a text input 'or enter new name here'), 'Industry' (pulldown menu with 'Select from existing industries...'), and 'Additional Notes' (text area). The 'Status' is set to 'Draft' and 'For Use As' is set to 'Company ROI'. On the right side, there is a 'More Information' section with a link to 'ROI Data' and sub-links: 'ROI Calculator', 'View My ROIs', and 'View Shared ROIs'.

Creating an ROI – Enter data

Click on the *ROI Form* header to expand it.

Enter the specific data for your ROI.

Notes:

- All calculations are updated in real-time, there is no need to refresh the page
- Percentages must be entered as decimals, ie: 34% is 0.34
- Machine costs are hidden from view

MyColdJet - ROI Calculator - Windows Internet Explorer

https://www.mycoldjet.com/roi_calc.php

Company/Application details

ROI Form

	Cold Jet	Current Method	Key/Units
Capital Expenditure			
Cold Jet System Quoted	Select Machine...	N/A	
Accessories & Extras	500	N/A	\$
Equipment Depreciation Schedule	5	N/A	years
Tax Rate	.35	N/A	% (x100)
Cost of Capital	.12	N/A	% (x100)
Productivity			
Number of Cleanings	0	5	per year
Total Hours Downtime due to Cleaning	5	10	per cleaning
Units Produced at Capacity	0	100000	units per hour
Cost of Goods Sold	0	.05	per unit
Estimated Gross Profit Margin %	0	.10	per unit
Labor			
Average Time to Clean	3	10	hours
Number of Full Time Equivalents	1	3	
Labor Rate	0	30	per hour
Estimated Cost of Subcontractors	50	100	\$ per cleaning
Consumables/Variable Costs			
Dry Ice Usage	2	-	lbs/minute
Cost of Dry Ice	.17	-	\$ per lb
Compressed Air Usage	50	-	CuFt/minute
Cost of Compressed Air (est)	.24	-	\$ per 1000 CuFt
Cost of Dry Ice Delivery	20	-	\$ per cleaning
Cost of Chemicals (plus other misc. materials)	0	20	\$ per cleaning
Cost of Secondary Waste Disposal (est)	0	20	\$ per cleaning

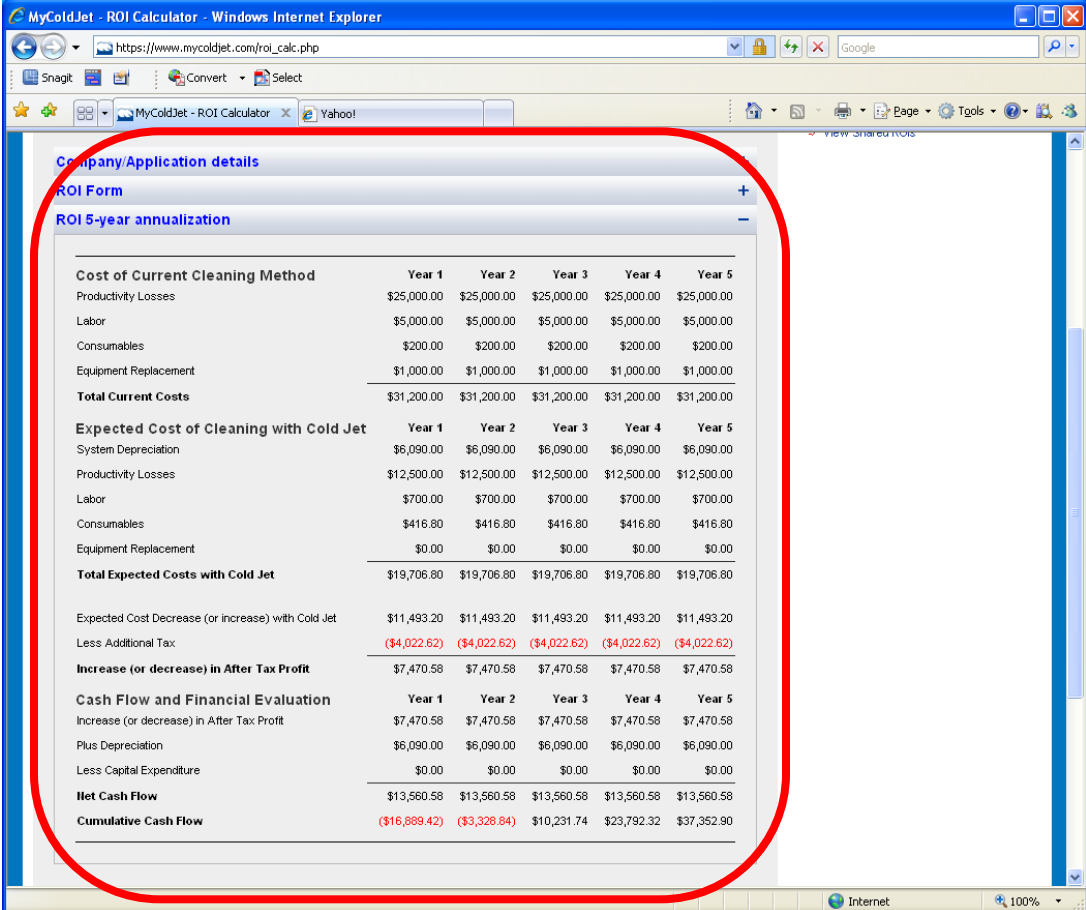
Creating an ROI – 5yr View

Click on the *ROI 5-year annualization* header to expand it.

In this table you can view the 5-year schedule.

Notes:

- All negative calculations are displayed in Red
- “Year 0” results are not displayed since that value shows only the actual cost of the machine



	Year 1	Year 2	Year 3	Year 4	Year 5
Cost of Current Cleaning Method					
Productivity Losses	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00
Labor	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
Consumables	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
Equipment Replacement	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Total Current Costs	\$31,200.00	\$31,200.00	\$31,200.00	\$31,200.00	\$31,200.00
Expected Cost of Cleaning with Cold Jet					
System Depreciation	\$6,090.00	\$6,090.00	\$6,090.00	\$6,090.00	\$6,090.00
Productivity Losses	\$12,500.00	\$12,500.00	\$12,500.00	\$12,500.00	\$12,500.00
Labor	\$700.00	\$700.00	\$700.00	\$700.00	\$700.00
Consumables	\$416.80	\$416.80	\$416.80	\$416.80	\$416.80
Equipment Replacement	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Expected Costs with Cold Jet	\$19,706.80	\$19,706.80	\$19,706.80	\$19,706.80	\$19,706.80
Expected Cost Decrease (or increase) with Cold Jet	\$11,493.20	\$11,493.20	\$11,493.20	\$11,493.20	\$11,493.20
Less Additional Tax	(\$4,022.62)	(\$4,022.62)	(\$4,022.62)	(\$4,022.62)	(\$4,022.62)
Increase (or decrease) in After Tax Profit	\$7,470.58	\$7,470.58	\$7,470.58	\$7,470.58	\$7,470.58
Cash Flow and Financial Evaluation					
Increase (or decrease) in After Tax Profit	\$7,470.58	\$7,470.58	\$7,470.58	\$7,470.58	\$7,470.58
Plus Depreciation	\$6,090.00	\$6,090.00	\$6,090.00	\$6,090.00	\$6,090.00
Less Capital Expenditure	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Net Cash Flow	\$13,560.58	\$13,560.58	\$13,560.58	\$13,560.58	\$13,560.58
Cumulative Cash Flow	(\$16,889.42)	(\$3,326.84)	\$10,231.74	\$23,792.32	\$37,352.90

Creating an ROI – Save your ROI

Collapse all data sections to easily view the real-time *ROI/Payback Results* block at the bottom of the page.

When you are happy with your ROI, click the *Save This ROI* button.

When you have successfully saved an ROI, you will see the ROI success message.

The screenshot shows the 'MyColdJet - ROI Calculator' web application. The 'ROI/Payback Results' section is highlighted with a red box. It displays the following data:

ROI/Payback Results	
ROI Payback Period (years)	2.25
Net Present Value (NPV)	\$18,432.86
Internal Rate of Return (IRR)	34.4%

Below the results table is a button labeled 'Save This ROI'.

The screenshot shows the 'MyColdJet - ROI Calculator' web application after the ROI has been saved. A message box at the top of the main content area states: 'The ROI information has been saved.' The 'ROI/Payback Results' section is no longer visible.

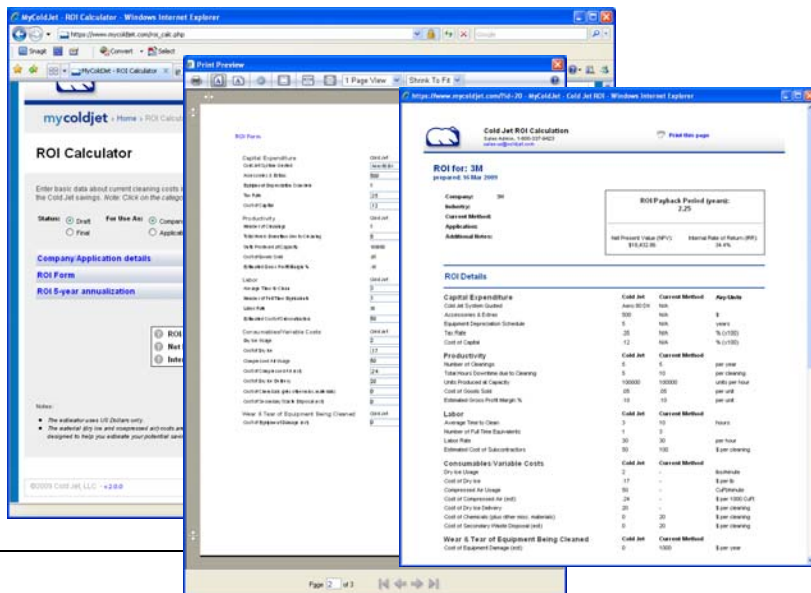
Creating an ROI – Naming & Printing

Note on ROI Printing:

It is recommended that you do NOT print until you have saved your ROI, and that you do NOT use the browser's built-in print function from the *Create ROI* page.

While you CAN print this way, you will be able to print your ROI in a specially (i.e. nicely) formatted print version only AFTER you have saved it.

If you do decide to print from the working page, note that you MUST have the section(s) you wish to print expanded on-screen or they will not print.



Note on ROI Naming:

Naming of Saved ROIs happens automatically – you do not need to enter an ROI name. ROIs are named using the following convention:

- A *Company ROI* will be automatically named with the Company name.
- A *Template ROI* will be automatically named with the Application name.

All ROIs also include the date saved, so you can have multiple ROIs (Final or Draft) with the same Application or Company name, and they will be identified by the date the ROI was saved.



Viewing, Editing and Printing an ROI

To view, edit or print a saved ROI, start by clicking the *View My ROIs* link in the sidebar, or use the Tools menu (*Tools, ROI Calculator, View My ROIs*).

The *My ROIs* page opens.

You will see the status, date, name, ROI payback, and Shared (w/Guests) information for your ROIs.

Click the *View/Edit* link to open your ROI

The screenshot displays the MyColdJet web application interface. The top navigation bar includes links for Admin, KnowledgeBase, Tools, Resources, Support, and Calendars. The main content area is titled 'My ROIs' and features a table of ROI data. A red box highlights the 'View/Edit | Copy | Remove' link for the first ROI entry. A red arrow points from this link to a 'More Information' sidebar on the right, which contains links for ROI Data, ROI Calculator, View My ROIs, and View Shared ROIs.

Type:	Name	Status	Date	ROI (yrs)	Shared w/Guests
All	3M	Draft	2009-03-16 10:30:40	2.25	N

Viewing, Editing and Printing an ROI

Your saved ROI will display its name at the top. Expand any data section to view or change the data

You will also see 4 action buttons at the bottom:

- *Print Saved ROI* – prints a nicely formatted version of the ROI
- *Reset to Saved* – resets changes you've made on the form to original data
- *Save My Changes* – updates the saved ROI
- *Save as a Copy* – saves your changes as a new ROI

The screenshot shows the MyColdJet ROI Calculator web application in a Windows Internet Explorer browser. The URL is https://www.mycoldjet.com/view_roi_data.php?id=20&action=roi_form. The page title is "MyColdJet - ROI Calculator". The navigation bar includes links for Admin, KnowledgeBase, Tools, Resources, Support, and Calendars. The main content area displays the "ROI Calculator" form. At the top, it shows "ROI for: 3M - 16 Mar 2009". Below this, there are sections for "Company/Application details", "ROI Form", and "ROI 5-year annualization", each with a plus sign to expand. The "ROI Payback Results" section shows the following data:

ROI Payback Results	
ROI Payback Period (years)	2.25
Net Present Value (NPV)	\$18,432.86
Internal Rate of Return (IRR)	34.4%

At the bottom of the form, there are four action buttons: "Print Saved ROI", "Reset to Saved", "Save My Changes", and "Save as a Copy".

The Print version of an ROI

The Print version of a saved ROI has been designed to print a professionally formatted handout on 2 pages, with the ROI payback results displayed prominently at the top of the first page.

It also automatically prints your name and contact information at the top of page 1, and general Cold Jet contact information at the bottom of page 2.

The screenshot displays the Cold Jet ROI Calculation web application in a Windows Internet Explorer browser window. The URL is <https://www.mycoldjet.com/71d-20 - MyColdJet - Cold Jet ROI>. The page is titled "Cold Jet ROI Calculation" and includes contact information for Sales Admin: 1-800-337-0423 and sales-us@coldjet.com. A "Print this page" button is visible.

The main content area shows the ROI for 3M, prepared on 16 Mar 2009. Key results are displayed in a box:

- ROI Payback Period (years): 2.25
- Net Present Value (NPV): \$18,432.88
- Internal Rate of Return (IRR): 34.4%

Below the results, the "ROI Details" section lists various input parameters:

- Capital Expenditure:** Cold Jet System Quoted, Accessories & Extras, Equipment Depreciation Schedule, Tax Rate, Cost of Capital.
- Productivity:** Number of Cleanings, Total Hours Downtime due to Cleaning, Units Produced at Capacity, Cost of Goods Sold, Estimated Gross Profit Margin %.
- Labor:** Average Time to Clean, Number of Full Time Equivalents, Labor Rate, Estimated Cost of Subcontractors.
- Consumables/Variable Costs:** Dry Ice Usage, Cost of Dry Ice, Compressed Air Usage, Cost of Compressed Air (est), Cost of Dry Ice Delivery, Cost of Chemicals (plus other misc. materials), Cost of Secondary Waste Disposal (est).
- Wear & Tear of Equipment Being Cleaned:** Cost of Equipment Damage (est).

The "ROI 5-year annualization" section provides a detailed breakdown of costs and cash flow over a 5-year period:

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost of Current Cleaning Method					
Productivity Losses	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00
Labor	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
Consumables	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
Equipment Replacement	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Total Current Costs	\$31,200.00	\$31,200.00	\$31,200.00	\$31,200.00	\$31,200.00
Expected Cost of Cleaning with Cold Jet					
System Depreciation	\$6,090.00	\$6,090.00	\$6,090.00	\$6,090.00	\$6,090.00
Productivity Losses	\$12,500.00	\$12,500.00	\$12,500.00	\$12,500.00	\$12,500.00
Labor	\$700.00	\$700.00	\$700.00	\$700.00	\$700.00
Consumables	\$416.80	\$416.80	\$416.80	\$416.80	\$416.80
Equipment Replacement	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Expected Costs with Cold Jet	\$19,706.80	\$19,706.80	\$19,706.80	\$19,706.80	\$19,706.80
Expected Cost Decrease (or increase) with Cold Jet	\$11,493.20	\$11,493.20	\$11,493.20	\$11,493.20	\$11,493.20
Less Additional Tax	(\$4,022.62)	(\$4,022.62)	(\$4,022.62)	(\$4,022.62)	(\$4,022.62)
Increase (or decrease) in After Tax Profit	\$7,470.58	\$7,470.58	\$7,470.58	\$7,470.58	\$7,470.58
Cash Flow and Financial Evaluation					
Increase (or decrease) in After Tax Profit	\$7,470.58	\$7,470.58	\$7,470.58	\$7,470.58	\$7,470.58
Plus Depreciation	\$6,090.00	\$6,090.00	\$6,090.00	\$6,090.00	\$6,090.00
Less Capital Expenditure	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Net Cash Flow	\$13,560.58	\$13,560.58	\$13,560.58	\$13,560.58	\$13,560.58
Cumulative Cash Flow	(\$16,889.42)	(\$3,328.84)	\$10,231.74	\$23,792.32	\$37,352.90

Notes:

- The estimator uses US Dollars only.
- The material dry ice and compressed air costs are given default values based on industry and geographic averages. These figures are designed to help you estimate your potential savings.

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Sharing an ROI with a Guest

You can share your ROIs (Final or Draft) with your Guest accounts. This lets you either present a finished ROI to a prospect, or share a working copy that you can review and tweak together.

With a Gest, you can share:

- Any of your *Application Template ROIs*
- A *Company ROI* that is assigned to the same Company name as the Guest account.

MyColdJet - Edit a Guest User Account - Windows Internet Explorer

https://www.mycoldjet.com/edit_guest_user.php?id=548 Cold Jet, LLC [US] Google

Snagit Convert Select

MyColdJet - Edit a Guest User Account

Admin KnowledgeBase Tools Resources Support Calendars

mycoldjet Home > Edit a Guest User Account

Tuesday March 17, 2009
Logged in as: Sales Admin | Logout

Edit a Guest User Account

'First Name:

'Last Name:

'User Name:

'Password:

'E-mail:

'Company:

New Company:

'Activation Date:

'Deactivation Date:

User Role: ☒ Guest

ROIs to Share:

Collections to Share:

Guest Content to Share:

Sample Tests to Share:

More Information

Guest Accounts:

- [Create a Guest Account](#)
- [View My Guest Accounts](#)

Guest Content:

- [Create Guest Content](#)
- [View My Guest Content](#)
- [View Shared Guest Content](#)

Collection Management:

- [View My Collections](#)
- [View Shared Collections](#)

Note: you cannot share a Company ROI from a different company. You would need to copy the ROI and make it specific to the Guest's company first.

Sharing an ROI with a Guest

To Share an ROI with a Guest:

- Go to the Create or Edit page for the Guest account
- Expand the ROI to Share section. You will see all the ROIs that are available to share with this Guest (Application ROIs and Company ROIs that match the Company name of the Guest.
- Select/Highlight the ROI(s) to share. To share multiple ROIs, hold your “Ctrl” key while clicking on each ROI name to share.
- Click the *Update Guest User* button

MyColdJet - Edit a Guest User Account - Windows Internet Explorer

https://www.mycoldjet.com/edit_guest_user.php?id=548

Identified by Digicert

Google

MyColdJet - Edit a Guest User Account

Admin KnowledgeBase Tools Resources Support Calendars

mycoldjet Home > Edit a Guest User Account

Edit a Guest User Account

***First Name:** Grant

***Last Name:** Portune

***User Name:** grantportune

***Password:** green@5616 [Generate Password](#)

***E-mail:** gportune@gmail.com

***Company:** Cold Jet

New Company:

***Activation Date:** March 16 2009

***Deactivation Date:** March 30 2009

User Role: Guest

***Contact Office:** Cold Jet [Edit My Location](#)

ROIs to Share: [Show/Hide ROIs](#)

Cold Jet

More Information

Guest Accounts:

- [Create a Guest Account](#)
- [View My Guest Accounts](#)

Guest Content:

- [Create Guest Content](#)
- [View My Guest Content](#)
- [View Shared Guest Content](#)

Collection Management:

- [View My Collections](#)
- [View Shared Collections](#)

How a Guest sees their ROI

Your Guest account will see the ROIs you share with them in their MyContent tab.

You Guest account can then view all the ROI data and even enter their own data to see variations of the ROI, or print an ROI spec sheet that will be automatically labeled with your contact information.

Please note:

- A Guest can NOT save their changes to the ROI. To update a working shared ROI, you will need to save the changes and the Guest account will then automatically see the update.

The screenshots illustrate the guest user interface for viewing ROI data. The top-left window shows the 'MyContent' tab with a red box highlighting the 'ROI Calculations' section, which lists 'Cold Jet' and 'Middle East Presentation'. The top-right window shows the 'ROI Calculator' page for 'Cold Jet - 16 Mar 2009', displaying 'ROI Payback Results' with a 2.25-year payback period, a Net Present Value (NPV) of \$18,432.86, and an Internal Rate of Return (IRR) of 34.4%. The bottom window shows a detailed 'Cold Jet ROI Calculation' spec sheet for 'Cold Jet' prepared on 16 Mar 2009. This sheet includes a table of ROI details with columns for 'Cold Jet', 'Consent Method', and 'Payable', covering various cost and revenue items like capital expenditure, labor, and materials. A 'Contact Information' sidebar on the right provides details for Cold Jet, including their address in Loveland, Ohio, and contact numbers.

	Cold Jet	Consent Method	Payable
Capital Expenditure			
Cold Jet System Cost	500	N/A	\$
Accessories & Extras			
Equipment Depreciation Schedule	5	N/A	years
Tax Rate	20	N/A	% (100)
Cost of Capital	12	N/A	% (100)
Productivity			
Number of Cleanings	5		per year
Total Hours (downside) Start to Cleaning	5	10	per cleaning
Units Produced at Capacity	100000	100000	units per hour
Cost of Goods Sold	20		per unit
Estimated Gross Profit Margin %	10	10	per unit
Labor			
Average Time to Clean	3	10	hours
Number of Full Time Employees	1	3	
Labor Rate	30	30	per hour
Estimated Cost of Subcontractors	10	100	\$ per cleaning
Contingencies/Variable Costs			
Dry Ice Usage	2		tonnage
Cost of Dry Ice	17		\$ per lb
Compressed Air Usage	80		CFM/hour
Cost of Compressed Air (est)	24		\$ per 1000 CFH
Cost of Dry Ice Delivery	20		\$ per unit
Cost of Chemicals (plus other misc. materials)	0	20	\$ per cleaning
Cost of Secondary Waste Disposal (est)	0	20	\$ per cleaning

