

CUSTOMER DEPLOYMENT ROI CALCULATOR 2023

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CONFIDENTIAL AND PROPRIETARY

Polar Dynamics Robotics, Inc.

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1. PURPOSE AND SCOPE

1. This Customer Deployment ROI Calculator ("Calculator") is a proprietary tool used to calculate the return on investment (ROI) for the deployment of a customer's robotic system.
2. This Calculator and its underlying methodologies are confidential and proprietary information of Polar Dynamics Robotics, Inc. and are not to be disclosed to any third party without the prior written consent of Polar Dynamics Robotics, Inc.

2. CALCULATION METHODOLOGY

1. **Base Metrics**

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Annual labor costs per facility (pre-automation)

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Energy consumption patterns

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Throughput capacity (units/hour)

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Storage space utilization

-

Temperature maintenance costs

-

Worker compensation insurance rates

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Facility downtime frequency

2. ****ROI Components****

The Calculator incorporates the following cost-benefit elements:

a) Direct Cost Savings:

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Labor cost reduction (40-60% range)

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Insurance premium reductions (15-25% range)

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Energy efficiency improvements (20-30% range)

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Workplace incident reduction (estimated 85%)

b) Operational Benefits:

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Increased throughput capacity (up to 200%)

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Extended operational hours (24/7 capability)

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Reduced error rates (0.1%)

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Temperature consistency improvements

3. DEPLOYMENT SCENARIOS

1. ****Standard Implementation****

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Minimum facility size: 50,000 sq ft

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Temperature range: 0 C to -30 C

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Fleet size: 5-15 units

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Implementation timeline: 12-16 weeks

2. **Enterprise Implementation**

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Facility size: >100,000 sq ft

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Temperature range: +25 C to -40 C

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Fleet size: 15+ units

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Implementation timeline: 16-24 weeks

4. FINANCIAL PROJECTIONS

1. **Cost Inputs**

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Initial hardware investment

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Software licensing fees

-

Installation and configuration

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Staff training

- - 6 -

Maintenance and support

-

Infrastructure modifications

-

Insurance adjustments

2. ****ROI Timeframes****

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Tier 1 (Small): 12-18 months

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Tier 2 (Medium): 9-15 months

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Tier 3 (Large): 6-12 months

5. ASSUMPTIONS AND LIMITATIONS

1. All calculations assume:

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Standard facility operating conditions

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Compliance with Company installation requirements

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Proper maintenance protocols

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Trained operator availability

-

Network infrastructure compatibility

2. Exclusions:

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Facility modification costs

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Legacy system integration

-

Custom development

-

Extended warranties

-

Specialized training

6. VALIDATION AND REPORTING

1. **Verification Process**

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Quarterly performance audits

-

System utilization tracking

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Energy consumption monitoring

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Maintenance log review

-

Incident reporting analysis

2. ****ROI Documentation****

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Monthly performance reports

-

Cost savings analysis

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Efficiency metrics

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Utilization statistics

-

Comparative benchmarks

7. LEGAL DISCLAIMERS

1. This Calculator represents estimated projections based on historical data.
2. The Company makes no warranties, express or implied, regarding the accuracy or completeness of the information provided.
3. This document is provided for planning purposes only and does not constitute an offer or recommendation.

8. CONFIDENTIALITY

1. This Calculator and all related methodologies, formulas, and projections

9. APPROVAL AND AUTHORIZATION

APPROVED AND ADOPTED this 15th day of December, 2023.

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