

# COST ANALYSIS: AMR PRODUCTION & DEPLOYMENT

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NaviFloor Robotics, Inc.

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*Classification: Confidential - Financial*

### 1. EXECUTIVE SUMMARY

This cost analysis document details the production and deployment expenses associated with NaviFloor Robotics' Autonomous Mobile Robot (AMR).

specifically the NF-2000 Series units and associated FloorNav(TM) software platform. This analysis has been prepared by the Finance Department in collaboration with Operations and Engineering teams, and reviewed by external auditors.

## **2. SCOPE OF ANALYSIS**

1. This analysis covers:

- a) Direct manufacturing costs
- b) Software development and integration expenses
- c) Deployment and implementation costs
- d) Ongoing maintenance and support expenses
- e) Projected cost optimizations for FY2024-2025

2. Reference Period: Q4 2023 - Q4 2024

3. Geographic Coverage: North American Operations

### **3. UNIT PRODUCTION COSTS**

1. Hardware Components

-

LiDAR sensor array: \$4,850/unit

-

Terrain mapping processors: \$2,275/unit

-

Motor systems and drivetrain: \$3,425/unit

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Battery and power management: \$1,875/unit

-

Chassis and structural components: \$2,950/unit

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Electronics and control systems: \$3,125/unit

## 2. Assembly and Integration

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Direct labor: \$1,850/unit

-

Quality control and testing: \$975/unit

-

Software loading and calibration: \$725/unit

3. Total Base Unit Cost: \$22,050/unit

## 4. SOFTWARE AND PLATFORM COSTS

1. Development Costs (Annual)

- - 4 -

Core platform maintenance: \$2,850,000

-

New feature development: \$1,750,000

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Security and compliance: \$925,000

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Integration frameworks: \$675,000

## 2. Per-Installation Costs

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Base license: \$15,000/facility

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Per-robot license: \$2,500/unit

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Annual maintenance: \$3,500/facility

## **5. DEPLOYMENT EXPENSES**

### **1. Standard Installation Package**

-

Site survey and mapping: \$12,500

-

Infrastructure preparation: \$8,500-\$25,000

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Network integration: \$5,500

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Initial training: \$7,500

-

System validation: \$4,500

## 2. Optional Services

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Advanced workflow customization: \$15,000

-

Extended training program: \$12,500

-

24/7 priority support: \$25,000/year

## 6. MAINTENANCE AND SUPPORT

### 1. Scheduled Maintenance

-

Quarterly inspection: \$1,250/unit

-

Annual overhaul: \$3,500/unit

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Software updates: Included in license

-

Battery replacement (every 2 years): \$1,875/unit

## 2. Support Services

-

Standard support: Included in license

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Emergency response: \$500/incident

-

Remote diagnostics: Included in license

-

Parts replacement: At cost + 15%



## 7. COST OPTIMIZATION INITIATIVES

### 1. Planned Improvements

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Component sourcing optimization: -8% projected savings

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Assembly automation: -12% projected savings

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Bulk purchasing agreements: -5% projected savings

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Software deployment automation: -15% projected savings

### 2. Implementation Timeline

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Q2 2024: Component sourcing optimization

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Q3 2024: Assembly automation phase 1

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Q4 2024: Software deployment automation

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Q1 2025: Assembly automation phase 2

## **8. DISCLAIMERS AND LIMITATIONS**

1. All costs presented are based on current market conditions and sub
2. Actual costs may vary based on specific customer requirements, fa
3. This analysis excludes customer-specific customizations and speci
4. Cost projections are based on historical data and reasonable assur

## **9. CONFIDENTIALITY**

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## **10. AUTHORIZATION**

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Date: January 11, 2024

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