AMR FLEET MAINTENANCE COST ANALYSIS

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CONFIDENTIAL AND PROPRIETARY

NaviFloor Robotics, Inc.

Prepared: January 11, 2024

Reference: NFR-MA-2024-011

1. EXECUTIVE SUMMARY

This analysis examines the maintenance costs associated with NaviFloor Rob
deployed AMR fleet operations for fiscal year 2023, prepared in accordance

GAAP standards and internal cost accounting procedures. This document ser

the authoritative source for maintenance cost metrics and projections.

2. SCOPE OF ANALYSIS

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1. This analysis covers:

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Fleet of 427 deployed AMR units across 38 customer facilities

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Preventative maintenance programs

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Corrective maintenance operations

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Spare parts inventory management

Technical support operations

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Software maintenance and updates

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2. Time Period: January 1, 2023 - December 31, 2023

3. MAINTENANCE COST BREAKDOWN

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1. Direct Labor Costs

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Field Service Engineers: $2,847,500

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Technical Support Staff: $876,400

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Software Maintenance Team: $1,234,600

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Training and Certification: $198,700

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2. Parts and Materials

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Mechanical Components: $987,300

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Electronic Components: $1,456,800

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Sensor Arrays: $876,500

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Consumables: $234,500

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3. Software and Systems

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License Renewals: $567,800

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Cloud Infrastructure: $789,400

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Diagnostic Tools: $234,500

4. COST METRICS AND KPIS

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1. Per Unit Metrics

Average Annual Maintenance Cost Per Unit: $22,340

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Mean Time Between Failures: 2,876 hours

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Mean Time To Repair: 4.2 hours

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Preventative Maintenance Compliance Rate: 98.4%

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2. Fleet-wide Performance

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Total Fleet Uptime: 97.8%

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Scheduled Maintenance Completion Rate: 99.1%

Emergency Service Response Rate: 99.7%

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First-Time Fix Rate: 92.3%

5. COST OPTIMIZATION INITIATIVES

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1. Current Programs

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Predictive Maintenance Implementation

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Remote Diagnostics Enhancement

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Spare Parts Optimization

Technical Training Standardization

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2. Projected Cost Savings

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FY2024 Savings Target: $1,245,000

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3-Year Cumulative Target: $4,780,000

6. RISK FACTORS AND MITIGATION

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1. Identified Risks

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Component Supply Chain Disruptions

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Technical Skill Availability

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Software Security Vulnerabilities

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Regulatory Compliance Changes

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2. Mitigation Strategies

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Strategic Parts Inventory Buffer

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Enhanced Training Programs

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Cybersecurity Protocol Implementation

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Regulatory Monitoring System

7. MAINTENANCE RESERVE CALCULATIONS

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1. Reserve Requirements

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Current Reserve Balance: $4,567,800

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Annual Reserve Contribution: $2,345,000

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Minimum Reserve Threshold: $3,500,000

2. Reserve Utilization Guidelines

- Emergency Repairs Allocation: 40%

- Preventative Maintenance: 35%

- System Upgrades: 25%

8. LEGAL DISCLAIMERS

- 1. This analysis contains confidential and proprietary information of NaviFlo

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2. All financial projections and cost estimates are based on historical data and

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3. This document may not be reproduced or distributed without express writt

9. CERTIFICATION

The undersigned hereby certifies that this maintenance cost analysis accurate
reflects the current state of NaviFloor Robotics' AMR fleet maintenance
operations and associated costs.

EXECUTED this 11th day of January, 2024.

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James Wilson
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Chief Financial Officer

NaviFloor Robotics, Inc.

Richard Torres

Chief Operating Officer

NaviFloor Robotics, Inc.

Marcus Depth

Chief Technology Officer

NaviFloor Robotics, Inc.

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10. APPENDICES

[Referenced separately under document numbers NFR-MA-2024-011-A thro

NFR-MA-2024-011-D]