



## Hospital ROI view utilization

Name	Chris Cumberbatch
Company	BUHMC
Email	Ccumberb@BHMCNY.ORG
Phone number	(718) 240-5595

<p><b>High Value Asset Loss Reduction</b></p> <p>Average High Value (HV) Asset Value (eg: Infusion Pumps)</p> <table> <tr> <td>Average Cost of an HV Asset(\$)</td><td>4,000</td></tr> <tr> <td>Total No. of HV Assets</td><td>2,000</td></tr> <tr> <td>Total asset value(\$)</td><td>8,000,000.00</td></tr> <tr> <td>% Average Asset Loss Per Year</td><td>5.00</td></tr> <tr> <td>Average Annual Asset Loss Per Year(\$)</td><td>400,000.00</td></tr> <tr> <td>1% of Annual Asset Loss Per Year(\$)</td><td>4,000.00</td></tr> </table> <p>* Based on available Market Data Ave. Loss is 10-30%</p>	Average Cost of an HV Asset(\$)	4,000	Total No. of HV Assets	2,000	Total asset value(\$)	8,000,000.00	% Average Asset Loss Per Year	5.00	Average Annual Asset Loss Per Year(\$)	400,000.00	1% of Annual Asset Loss Per Year(\$)	4,000.00	<p><b>Average Asset Loss Reduction</b></p> <p>Average Total Asset Value (eg: monitors, telemetry)</p> <table> <tr> <td>Average Cost of an Asset(\$)</td><td>2,000.00</td></tr> <tr> <td>Total No. of Assets</td><td>4,000</td></tr> <tr> <td>Total asset value(\$)</td><td>8,000,000.00</td></tr> <tr> <td>% Average Asset Loss Per Year</td><td>5.00</td></tr> <tr> <td>Average Annual Asset Loss Per Year(\$)</td><td>400,000.00</td></tr> <tr> <td>1% of Annual Asset Loss Per Year(\$)</td><td>4,000.00</td></tr> </table> <p>** Based on available Market Data Ave. Loss is 10-30%</p>	Average Cost of an Asset(\$)	2,000.00	Total No. of Assets	4,000	Total asset value(\$)	8,000,000.00	% Average Asset Loss Per Year	5.00	Average Annual Asset Loss Per Year(\$)	400,000.00	1% of Annual Asset Loss Per Year(\$)	4,000.00
Average Cost of an HV Asset(\$)	4,000																								
Total No. of HV Assets	2,000																								
Total asset value(\$)	8,000,000.00																								
% Average Asset Loss Per Year	5.00																								
Average Annual Asset Loss Per Year(\$)	400,000.00																								
1% of Annual Asset Loss Per Year(\$)	4,000.00																								
Average Cost of an Asset(\$)	2,000.00																								
Total No. of Assets	4,000																								
Total asset value(\$)	8,000,000.00																								
% Average Asset Loss Per Year	5.00																								
Average Annual Asset Loss Per Year(\$)	400,000.00																								
1% of Annual Asset Loss Per Year(\$)	4,000.00																								

<p><b>Search Time Loss Profile Value</b></p> <p>Search Time Loss Projections by staff</p> <table> <tr> <td>Enter Nurse / Staff Ave. hourly rate(\$)</td><td>40.00</td></tr> <tr> <td>No. of Active RN / Floor Staff Daily across 24hrs / 3 Shifts</td><td>675.00</td></tr> <tr> <td>Daily Time Spent Search in Hrs.</td><td>0.50</td></tr> <tr> <td>Hours Wasted Daily</td><td>337.50</td></tr> <tr> <td>Hours Wasted Annually</td><td>123,187.50</td></tr> <tr> <td>Annual Productivity lost at Hourly Rate(\$)</td><td>4,927,500.00</td></tr> </table>	Enter Nurse / Staff Ave. hourly rate(\$)	40.00	No. of Active RN / Floor Staff Daily across 24hrs / 3 Shifts	675.00	Daily Time Spent Search in Hrs.	0.50	Hours Wasted Daily	337.50	Hours Wasted Annually	123,187.50	Annual Productivity lost at Hourly Rate(\$)	4,927,500.00	<p><b>Asset Utilization Impact Value</b></p> <p>Asset Utilization and Revenue Value</p> <table> <tr> <td>Asset Revenue / Day(\$)</td><td>150.00</td></tr> <tr> <td>Total No. of Tracked Assets</td><td>6,000</td></tr> <tr> <td>Daily asset value(\$)</td><td>900,000.00</td></tr> <tr> <td>% Average Asset Utilization / Yr.</td><td>35.00</td></tr> <tr> <td>Daily Asset Revenue Per Day(\$)</td><td>315,000.00</td></tr> <tr> <td>Daily Asset Revenue Per Year(\$)</td><td>114,975,000.00</td></tr> <tr> <td>1% Daily Asset Revenue Per Year(\$)</td><td>1,149,750.00</td></tr> </table>	Asset Revenue / Day(\$)	150.00	Total No. of Tracked Assets	6,000	Daily asset value(\$)	900,000.00	% Average Asset Utilization / Yr.	35.00	Daily Asset Revenue Per Day(\$)	315,000.00	Daily Asset Revenue Per Year(\$)	114,975,000.00	1% Daily Asset Revenue Per Year(\$)	1,149,750.00
Enter Nurse / Staff Ave. hourly rate(\$)	40.00																										
No. of Active RN / Floor Staff Daily across 24hrs / 3 Shifts	675.00																										
Daily Time Spent Search in Hrs.	0.50																										
Hours Wasted Daily	337.50																										
Hours Wasted Annually	123,187.50																										
Annual Productivity lost at Hourly Rate(\$)	4,927,500.00																										
Asset Revenue / Day(\$)	150.00																										
Total No. of Tracked Assets	6,000																										
Daily asset value(\$)	900,000.00																										
% Average Asset Utilization / Yr.	35.00																										
Daily Asset Revenue Per Day(\$)	315,000.00																										
Daily Asset Revenue Per Year(\$)	114,975,000.00																										
1% Daily Asset Revenue Per Year(\$)	1,149,750.00																										

<p><b>Annual Lost Asset Replacement Value</b></p> <p>When an asset is lost, there is the lost value of that asset plus also the cost to replace those assets.</p> <table> <tr> <td>Total Lost (5%) Asset Value(\$)</td><td>800,000.00</td></tr> <tr> <td>Total No. of Lost Assets</td><td>300</td></tr> <tr> <td>Average Lost Asset value(\$)</td><td>2666.67</td></tr> <tr> <td>% Asset Repurchase Average Yr.</td><td>75.00</td></tr> <tr> <td>Replacement Cost Per Year(\$)</td><td>600,000.00</td></tr> </table>	Total Lost (5%) Asset Value(\$)	800,000.00	Total No. of Lost Assets	300	Average Lost Asset value(\$)	2666.67	% Asset Repurchase Average Yr.	75.00	Replacement Cost Per Year(\$)	600,000.00	<p><b>Annual Lost Asset Revenue Loss</b></p> <p>Hospitals Lost Assets are incapable of generating service or revenue. The result is that lost assets drive down</p> <table> <tr> <td>Daily Asset Revenue / Day.(\$)</td><td>150.00</td></tr> <tr> <td>Total No. of Lost Tracked Assets</td><td>300</td></tr> <tr> <td>Daily Lost asset value(\$)</td><td>45,000.00</td></tr> <tr> <td>% Average Asset Utilization / Yr.</td><td>35.00</td></tr> <tr> <td>Daily Asset Revenue Per Day(\$)</td><td>15,750.00</td></tr> <tr> <td>Annual Asset Revenue Loss Per Year(\$)</td><td>5,748,750.00</td></tr> </table>	Daily Asset Revenue / Day.(\$)	150.00	Total No. of Lost Tracked Assets	300	Daily Lost asset value(\$)	45,000.00	% Average Asset Utilization / Yr.	35.00	Daily Asset Revenue Per Day(\$)	15,750.00	Annual Asset Revenue Loss Per Year(\$)	5,748,750.00
Total Lost (5%) Asset Value(\$)	800,000.00																						
Total No. of Lost Assets	300																						
Average Lost Asset value(\$)	2666.67																						
% Asset Repurchase Average Yr.	75.00																						
Replacement Cost Per Year(\$)	600,000.00																						
Daily Asset Revenue / Day.(\$)	150.00																						
Total No. of Lost Tracked Assets	300																						
Daily Lost asset value(\$)	45,000.00																						
% Average Asset Utilization / Yr.	35.00																						
Daily Asset Revenue Per Day(\$)	15,750.00																						
Annual Asset Revenue Loss Per Year(\$)	5,748,750.00																						

Pycube Annualized ROI & TCO Cost Reduction Minimum Delivery Value

1% High Value Loss Reduction(\$)	4,000.00
1% Average Asset Loss Reduction(\$)	4,000.00
10% Average Replacement of Lost Assets(\$)	60,000.00
50% min Reduction in Staff Search Time(\$)	1,847,812.50
1% increase in asset utilization(\$)	1,149,750.00
1% decrease of Lost Asset Revenue(\$)	57,487.50
Annual minimum Op cost reduction value(\$)	3,123,050.00
3 Yr. Annual minimum Op cost reduction value(\$)	9,369,150.00
5 Yr. Annual minimum Op cost reduction value(\$)	15,615,250.00