



## Hospital ROI view utilization

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| <b>High Value Asset Loss Reduction</b><br>Average High Value (HV) Asset Value (eg: Infusion Pumps) |               | <b>Average Asset Loss Reduction</b><br>Average Total Asset Value (eg: monitors, telemetry) |               |
| Average Cost of an HV Asset(\$)  | 10,000        | Average Cost of an Asset(\$)   | 2,000.00      |
| Total No. of HV Assets   | 3,000         | Total No. of Assets  | 8,000         |
| Total asset value(\$)  | 30,000,000.00 | Total asset value(\$)  | 16,000,000.00 |
| % Average Asset Loss Per Year  | 30.00         | % Average Asset Loss Per Year  | 30.00         |
| Average Annual Asset Loss Per Year(\$)   | 9,000,000.00  | Average Annual Asset Loss Per Year(\$)   | 4,800,000.00  |
| 1% of Annual Asset Loss Per Year(\$)   | 90,000.00     | 1% of Annual Asset Loss Per Year(\$)   | 48,000.00     |
| * Based on available Market Data Ave. Loss is 10-30%   |               | ** Based on available Market Data Ave. Loss is 10-30%                                      |               |

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|--|---------------|--|----------------|
| <b>Search Time Loss Profile Value</b><br>Search Time Loss Projections by staff |               | <b>Asset Utilization Impact Value</b><br>Asset Utilization and Revenue Value |                |
| Enter Nurse / Staff Ave. hourly rate(\$)                                       | 50.00         | Asset Revenue / Day(\$)  | 600.00         |
| No. of Active RN / Floor Staff Daily across 24hrs / 3 Shifts                   | 1,500.00      | Total No. of Tracked Assets  | 11,000         |
| Daily Time Spent Search in Hrs.  | 2.00          | Daily asset value(\$)  | 6,600,000.00   |
| Hours Wasted Daily   | 3,000.00      | % Average Asset Utilization / Yr.  | 30.00          |
| Hours Wasted Annually  | 1,095,000.00  | Daily Asset Revenue Per Day(\$)  | 1,980,000.00   |
| Annual Productivity lost at Hourly Rate(\$)                                    | 54,750,000.00 | Daily Asset Revenue Per Year(\$)   | 722,700,000.00 |
|  |               | 1% Daily Asset Revenue Per Year(\$)  | 7,227,000.00   |

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| <b>Annual Lost Asset Replacement Value</b><br>When an asset is lost, there is the lost value of that asset plus also the cost to replace those assets. |               | <b>Annual Lost Asset Revenue Loss</b><br>Hospitals Lost Assets are incapable of generating service or revenue. The result is that lost assets drive down |                |
| Total Lost (5%) Asset Value(\$)  | 13,800,000.00 | Daily Asset Revenue / Day.(\$)   | 600.00         |
| Total No. of Lost Assets   | 3,300         | Total No. of Lost Tracked Assets   | 3,300          |
| Average Lost Asset value(\$)   | 4181.82       | Daily Lost asset value(\$)   | 1,980,000.00   |
| % Asset Repurchase Average Yr.   | 60.00         | % Average Asset Utilization / Yr.  | 30.00          |
| Replacement Cost Per Year(\$)  | 8,280,000.00  | Daily Asset Revenue Per Day(\$)  | 594,000.00     |
|  |               | Annual Asset Revenue Loss Per Year(\$)   | 216,810,000.00 |

Pycube Annualized ROI & TCO Cost Reduction Minimum Delivery Value

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|--|----------------|
| <b>1% High Value Loss Reduction(\$)</b>          | 90,000.00      |
| 1% Average Asset Loss Reduction(\$)              | 48,000.00      |
| 10% Average Replacement of Lost Assets(\$)       | 828,000.00     |
| 50% min Reduction in Staff Search Time(\$)       | 16,425,000.00  |
| 1% increase in asset utilization(\$)             | 7,227,000.00   |
| 1% decrease of Lost Asset Revenue(\$)            | 2,168,100.00   |
| Annual minimum Op cost reduction value(\$)       | 26,786,100.00  |
| 3 Yr. Annual minimum Op cost reduction value(\$) | 80,358,300.00  |
| 5 Yr. Annual minimum Op cost reduction value(\$) | 133,930,500.00 |