



Hospital ROI view utilization

Name	Glenn Schneider
Company	Cincinnati Childrens MC
Email	glenn.schneider@cchmc.org
Phone number	(513) 803-1898

High Value Asset Loss Reduction Average High Value (HV) Asset Value (eg: Infusion Pumps)		Average Asset Loss Reduction Average Total Asset Value (eg: monitors, telemetry)	
Average Cost of an HV Asset(\$)	4,000	Average Cost of an Asset(\$)	2,000.00
Total No. of HV Assets	15,000	Total No. of Assets	50,000
Total asset value(\$)	60,000,000.00	Total asset value(\$)	100,000,000.00
% Average Asset Loss Per Year	5.00	% Average Asset Loss Per Year	5.00
Average Annual Asset Loss Per Year(\$)	3,000,000.00	Average Annual Asset Loss Per Year(\$)	5,000,000.00
1% of Annual Asset Loss Per Year(\$)	30,000.00	1% of Annual Asset Loss Per Year(\$)	50,000.00
* Based on available Market Data Ave. Loss is 10-30%		** Based on available Market Data Ave. Loss is 10-30%	

Search Time Loss Profile Value Search Time Loss Projections by staff		Asset Utilization Impact Value Asset Utilization and Revenue Value	
Enter Nurse / Staff Ave. hourly rate(\$)	30.00	Asset Revenue / Day(\$)	150.00
No. of Active RN / Floor Staff Daily across 24hrs / 3 Shifts	8,000.00	Total No. of Tracked Assets	65,000
Daily Time Spent Search in Hrs.	0.50	Daily asset value(\$)	9,750,000.00
Hours Wasted Daily	4,000.00	% Average Asset Utilization / Yr.	30.00
Hours Wasted Annually	1,460,000.00	Daily Asset Revenue Per Day(\$)	2,925,000.00
Annual Productivity lost at Hourly Rate(\$)	43,800,000.00	Daily Asset Revenue Per Year(\$)	1,067,625,000.00
		1% Daily Asset Revenue Per Year(\$)	10,676,250.00

Annual Lost Asset Replacement Value When an asset is lost, there is the lost value of that asset plus also the cost to replace those assets.		Annual Lost Asset Revenue Loss Hospitals Lost Assets are incapable of generating service or revenue. The result is that lost assets drive down	
Total Lost (5%) Asset Value(\$)	8,000,000.00	Daily Asset Revenue / Day.(\$)	150.00
Total No. of Lost Assets	3,250	Total No. of Lost Tracked Assets	3,250
Average Lost Asset value(\$)	2461.54	Daily Lost asset value(\$)	487,500.00
% Asset Repurchase Average Yr.	50.00	% Average Asset Utilization / Yr.	30.00
Replacement Cost Per Year(\$)	4,000,000.00	Daily Asset Revenue Per Day(\$)	146,250.00
		Annual Asset Revenue Loss Per Year(\$)	53,381,250.00

Pycube Annualized ROI & TCO Cost Reduction Minimum Delivery Value

1% High Value Loss Reduction(\$)	30,000.00
1% Average Asset Loss Reduction(\$)	50,000.00
10% Average Replacement of Lost Assets(\$)	400,000.00
50% min Reduction in Staff Search Time(\$)	21,900,000.00
1% increase in asset utilization(\$)	10,676,250.00
1% decrease of Lost Asset Revenue(\$)	533,812.50
Annual minimum Op cost reduction value(\$)	33,590,062.50
3 Yr. Annual minimum Op cost reduction value(\$)	100,770,187.50
5 Yr. Annual minimum Op cost reduction value(\$)	167,950,312.50