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SAVINGS COMPARISON ANALYSIS

CUSTOMER NAME

AVERAGE VOLUME SAVINGS ANALYSIS

(CURRENT TECHNOLOGY)

| Step | Factor | | Quantity | Unit | Item | Current Cost |
|------|----------------|---|----------|---|--|-----------------------|
| 1 | 12 | X | 12 | (Avg. # Trays / Surgery) | (Total # Blue Wraps Used) | 144 |
| | Surgeries/ Day | | | | | |
| 2 | 144 | X | \$2.93 | (Avg. Cost / Wrap) | (Total \$ Cost of Wraps / Surgery) | \$421.92 |
| 3 | 12 | X | \$24.00 | (Avg. Associated Soft Cost) | (Total \$ Associated Soft Cost) | \$288.00 |
| | | | | * i.e.. Steam, Tape, Towels, Towel Laundry and Upkeep | | |
| 4 | 12 | X | 24 | (Central Supply Staff Prep Time/ Min.) | (Total Prep Time/ Hrs) | 4.80 |
| | | | | * (Time in Minutes - Converted to Hours) | | |
| 5 | 4.8 | X | \$18.00 | (Avg. Hourly Wage + Benefits/ Hr.) | (Total C.S. Prep Cost) | \$86.40 |
| 6 | 12 | X | 15 | (Intra-Operative Time/ Min.) | (Total Intra-Operative Time) | 180.00 |
| | | | | * (Time in Minutes to Setup Instrument Tray) | | |
| 7 | 180 | X | \$100.00 | (Avg. OR Cost/ Minute) | (Total Intra-Operative Orthopedic OR Cost) | \$18,000.00 |
| | | | | *Includes Fixed and Variable Costs - DOES NOT INCLUDE Anesthesia or Physicians | | |
| 8 | 12 | X | 1 | Bag of Trash X \$2.00 Cost Per Bag | (Total Waste Removal or Disposal Cost) | \$24.00 |
| | | | | * Avg. Amount of Trash per Surgery X Avg. Cost for Waste Removal | | |
| 9 | \$18,820.32 | X | 1.13 | Rejection rate factor | (Total Current Technology Cost Per Day) | \$21,266.96 |
| | | | | * 13% National Avg. Rejection Rate (Due to Holes, Tears, etc...) | | |
| | | | | * Will be 113% (1.13) of Total Calculated Cost Including the 13% Rejection Rate | | |
| 10 | \$21,266.96 | X | 5 | Days / Week X 52 Weeks / Yr. | Total Cost Per YEAR | \$5,529,410.02 |

(The SteriCUBE™ Technology)

| Step | Factor | | Quantity | Unit | Item | SteriCUBE Cost |
|---|------------|---|----------|------------------------------------|--|---------------------|
| 1 | 12 | X | 10 | (Avg. # Filters / Surgery) | (Total # Filters Used) | 120 |
| 2 | 120 | X | \$3.20 | (Cost per Filter) | (Total Cost for Filters) | \$384.00 |
| 3 | 12 | X | 2 | Min. (Ave Time to Load Trays) | (Total Prep Time) | 0.40 |
| * (Time in Minutes - Convert to Hours) | | | | | | |
| 4 | 0.40 | X | \$18.00 | (Avg. Hourly Wage + Benefits/ Hr.) | (Total C.S. Prep Cost) | \$7.20 |
| 5 | 12 | X | 2 | (Intra-Operative Time/ Min.) | (Total Intra-Operative Time) | 24.00 |
| * (Time in Minutes to Setup Instrument Trays) | | | | | | |
| 6 | 24.00 | X | \$100.00 | (Avg. OR Cost/Minute) | (Total Intra-Operative Orthopedic OR Cost) | \$2,400.00 |
| *Includes Fixed and Variable Costs - DOES NOT INCLUDE Anesthesia or Physicians | | | | | | |
| 7 | 1 | X | 1 | Bag(s) of Trash X \$2.00 Per Bag | (Total Waste Removal or Disposal Cost) | \$2.00 |
| * Avg. Amount of Trash per Surgery X avg. Cost for Waste Removal * Will be Minimal as Thousands of Filters * Will Fit in a Single Bag | | | | | | |
| 8 | \$2,793.20 | X | 1 | | (Total SteriCUBE™ Technology Cost Per Day) | \$2,793.20 |
| 9 | \$2,793.20 | X | 5 | Days / Week X 52 Weeks / Yr. | Total Cost Per YEAR | \$726,232.00 |

(ANNUAL COST SUMMARY)

\$5,529,410.02
*Current Technology

\$726,232.00
*SteriCUBE Technology

=

\$4,803,178.02
Annual Savings