

Cost Analysis

Cost of current battery program and R.O.I. with PulseTech Maintenance Program

	Without PulseTech	With PulseTech
Cost of battery for unit	\$ <u>60</u>	\$ <u>60</u>
Number of batteries per unit	\$ <u>3</u>	\$ <u>3</u>
Total cost of batteries per unit	\$ <u>180</u>	\$ <u>180</u>
Labor to test and R&R batteries	\$ <u>20</u>	\$ <u>20</u>
Cost of unit downtime	\$ <u>100</u>	\$ <u>100</u>
Total of all cost	\$ <u>300</u>	\$ <u>300</u>
Average lifespan of batteries	Months <u>12</u>	Months <u>36</u>
Total of all cost	\$ <u>300</u>	\$ <u>300</u>
Divided by lifespan	Months <u>12</u>	Months <u>36</u>
Total cost per month	\$ <u>25</u>	\$ <u>8.33</u>

Cost Comparison

Total cost per month without PulseTech	\$ <u>25</u>
Total cost per month with PulseTech	\$ <u>8.33</u>
Cost savings per month	\$ <u>16.67</u>
Cost of PulseTech product per unit	\$ <u>52.95</u>
Divided by cost savings per month	\$ <u>16.67</u>
Total number of months for R.O.I.	Months <u>3.2</u>
Cost savings per month	\$ <u>16.67</u>
Multiplied by 12 months	X12
Annual cost saving per unit	\$ <u>200.04</u>
Multiplied by number of units in fleet	Units <u>100</u>
Annual cost savings for fleet	\$ <u>20,004.00</u>