



## Return on Investment Worksheet

### Example for Operating Room

#### Meshers (Initial Capital Investment)

	<u>4Med</u>	<u>Brennen</u>	<u>Zimmer</u>
Skin Graft Mesher Variable Ratio (1:1 to 1:5)	\$ 10,280	\$ -	\$ -
Skin Graft Mesher Ratio 1:1 Only	\$ -	\$ 8,500	\$ 9,000
Skin Graft Mesher Ratio 2:1 Only	\$ -	\$ 8,500	\$ 9,000
Skin Graft Mesher Ratio 3:1 Only	\$ -	\$ 8,500	\$ 9,000
Sterilization Container	\$ 760	\$ 1,800	included
	<b>\$ 11,040</b>	<b>\$ 27,300</b>	<b>\$ 27,000</b>

#### Mesher Carriers (Disposable Investment)

Assuming 15 patients per month

	<u>4Med</u>	<u>Brennen</u>	<u>Zimmer</u>
	Annual Price	Annual Price	Annual Price
Standard Carrier 20/box at \$19.50 each	\$ 3,510	\$ -	\$ -
Standard Carrier ?/box at \$40.00 each	\$ -	\$ -	\$ 7,200
	<b>\$ 3,510</b>	<b>\$ -</b>	<b>\$ 7,200</b>

#### Service Needs

	<u>4Med</u>	<u>Brennen</u>	<u>Zimmer</u>
	2 Events/Yr	3 Events/Yr	2 Events/Yr
Service Events @ \$1,000.00 each x 1 Mesher	\$ 2,000	\$ -	\$ -
Service Events @ \$900.00 eachx 3 Meshers	\$ -	\$ 8,100	\$ 5,400
	<b>\$ 2,000</b>	<b>\$ 8,100</b>	<b>\$ 5,400</b>

#### Total Investment

	<b>\$ 16,550</b>	<b>\$ 35,400</b>	<b>\$ 39,600</b>
--	------------------	------------------	------------------

#### Savings & Benefits

	<u>4Med</u>	<u>Brennen</u>	<u>Zimmer</u>
(1) No Carriers Used	\$ -	\$ (3,500)	\$ -
(2) Reduction in Repair Costs	\$ (6,100)	\$ -	\$ (2,700)
(3) Reduction in Inventory Need	\$ (17,000)	\$ -	\$ -
(4) Mesher Trade in Program	\$ (1,000)	\$ -	\$ -

#### Total Savings & Benefits

	<b>\$ (24,100)</b>	<b>\$ (3,500)</b>	<b>\$ (2,700)</b>
--	--------------------	-------------------	-------------------

#### Pay back (Years)

	<b>0.7</b>	<b>10.1</b>	<b>14.7</b>
--	------------	-------------	-------------

#### Calculations, References and Assumptions:

Prices subject to change in 2018. This is for example purposes only. There are other replacement parts and services based on wear and tear.

(1) Note: 4Med carriers are one/patient, Zimmer may be one/graft.

(2) "Reduction in Repair Costs" used assumption of difference between 4Med and Brennen. (Learned that there is 50% breakdown rate.)

(3) "Reduction in Inventory Need" do not need the second and third mesher given all ratios are in one device with 4Med.

(4) "Mesher Trade In Program" \$1,000 off the price to trade one current mesher in for one 4Med mesher.