

Productivity Improvement -- cost justification for New TRIAD TnT vs. TRIAD Diagnostic X-Ray Test Device

Time Saving feature	Approximate Time Savings/hour
Auto Temperature and Pressure	At least 2 minutes each time the dosimeter is moved to another room (unit)
Scroll Functionality	Minimum of 3 minutes
Ignoring Spurious Background	1 minute
PLED Display	1 minute (better visualization)
AC Line Cord	3 minutes (extrapolated over time for each trip to retrieve replacement batteries)
Total	10 minutes/hour of test time

Example #1 (using rationale above) **Adds billable revenue potential.**

OEM or ISO Service Team saves valuable time during full MQSA quality assessment and can redirect that time to additional billable service opportunities

- 8 hours (480 minutes) /assessment /contract unit
- 2 assessments/year/unit
- 80 minutes saved per assessment @ 10 minutes/hour
- (Total number of assessed units. Example: 100)
- Total hours saved (80 minutes x 100 x 2/year/60 = 267 hours)
- A minimum (at \$200/hour for billable service) of over **\$50,000/year***
- A maximum (at \$400/hour for billable service) of over **\$100,000/year**

** \$200/hour for billable service is actually very conservative as most OEM service time rates are around \$400/hour. ISO's are less so \$200 is a good conservative average. **The service team could have 17 TRIADs/ year upgraded (\$3000 ea.) based on added billable service revenue (\$) alone.***

Example #2 (using rationale above)

Biomedical Engineer or Physicist saves valuable professional time (\$).

- 4 hours (240 minutes) PM annually/unit (10 unit department/mix of units)
- 40 minutes saved per PM @ 10 minutes/hour
- 2 PM's/year/unit
- 13.3 hours saved (40 minutes x 2/year x 10 units)
- **\$665/year (13.3 X \$50*) saved in professional time**
- **Enough in time savings alone to pay for a TRIAD TnT Upgrade in just 5 years**

** \$50/hour includes salary and benefits and is conservative for a biomedical or physics professional.*

See page 9 for product specifications.