



## Budget Planner

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Vendor	<b>CADWELL LABORATORIES</b>
Technology	<b>SLEEP ASSESSMENT</b>
Date	<b>9/21/2009</b>

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## Model By Model Comparisons Budget Planner

\*\*Click on a model to review how it is configured.  
 \*\*Click on a discount range to review the deals history.

For more information on the criteria used in the comparison table please refer to the **Glossary of Terms and Calculations** section at the bottom of this document.

<b>CADWELL LABS</b>	
<b>Model</b>	<a href="#"><u>EASY III PSG 54 Channels</u></a>
<b>Type</b>	Single Modality
<b>List Price</b>	\$32,379
<b>Average Purchase Price</b>	\$22,294
<b>Service Cost Per Year</b>	\$3,238
<b>Residual Value</b>	\$2,229
<b>Life Expectancy</b>	7.0
<b>Procedures Per Year</b>	260
<b>Reimbursement</b>	\$750.29
<b>Consumable Cost Per Procedure</b>	\$10.00
<b>Labor Cost Per Procedure</b>	\$260.00
<b>Warranty In Years</b>	1.0
<b>Break Even Analysis</b>	87 Procedures
<b>Cost Of Ownership</b>	\$533,121.57
<b>Total Cost Of Ownership Per Year</b>	\$76,160.22
<b>Yearly Depreciation</b>	\$2,866.39
<b>Discount Range</b> (9/21/2008 thru 9/21/2009)	<a href="#"><u>21.70 % to 42.39 %</u></a>
<b>Comments</b>	Single Bed Sleep System with 54 channels, Dell with DVD writer, 19" LCD Flat Panel Monitor, 4XEM PTZ Camera, Pulse Oximeter.

## Model Configurations Budget Planner

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**CADWELL LABS**

EASY III PSG 54 Channels

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Single Modality  
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**Components:**

Q-Video

Internal Archive Software

Infrared Illuminator

Flat Panel LCD Color Monitor 19"

EASY III PSG 54 Channels

Microsoft Office Basic 2007

4XEM Pan, Tilt Zoom Camera

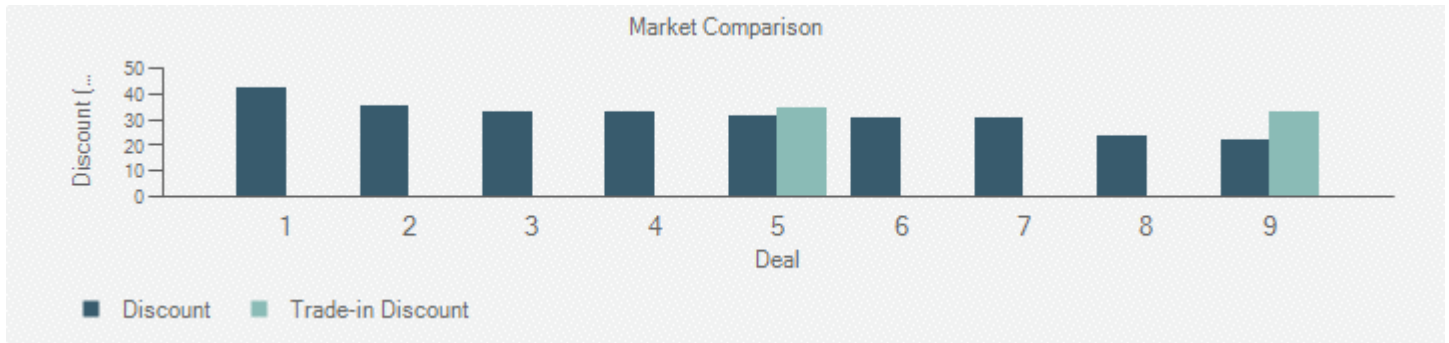
Dell Small Form Factor 755 (Core 2 Duo, 2.33 GHz, 2 GB, 160 GB  
HD)

Pulse Oximeter sensor w/ flex wrap 3M cable

## Deals History By Model Budget Planner

**CADWELL LABS**  
**EASY III PSG 54 CHANNELS**  
**SINGLE MODALITY**

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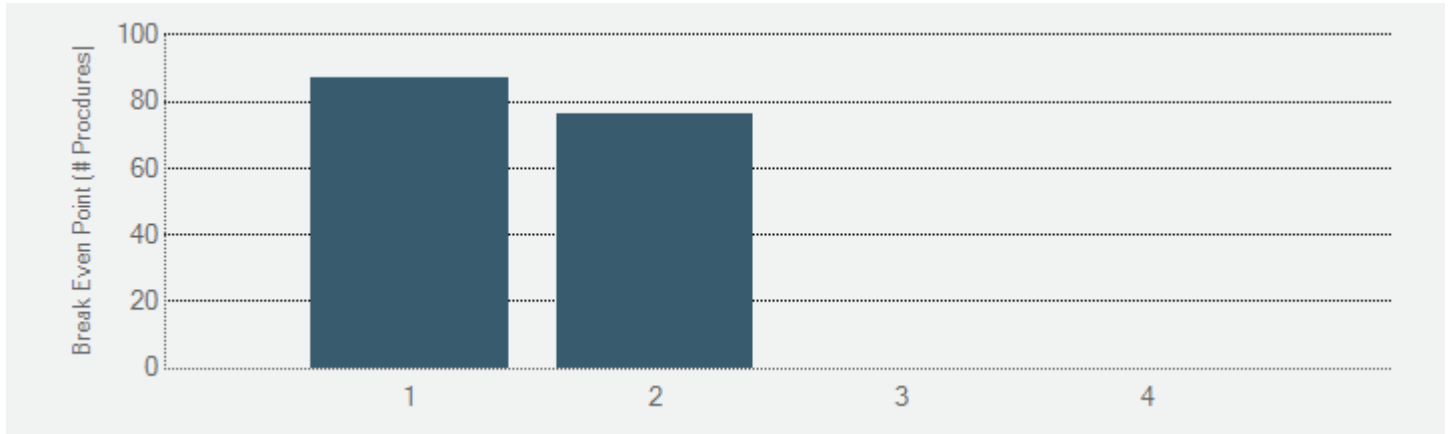


Deal	List Price	Discount	Quoted Price	Date	Model	Comments
1	\$137,645	42.39 %	\$79,296	7/2/2009	EASY III PSG 54 Channels	Payment terms are not stated. The following items are bundled: 6 sleep systems. Premier group discount applies. The following options are included at no charge: Easy III Reader Software.
4	\$182,113	32.73 %	\$122,502	2/26/2009	EASY III PSG 54 Channels	Payment terms are Net 30 Days. This quote includes 4 model(s). Amerinet group discount applies. This includes a fiscal year or quarter year-end discount.
5	\$190,371	31.62 % 34.78 % T	\$130,167	6/16/2009	EASY III PSG 54 Channels	Payment terms are 2% 10 Days, Net 30 Days. This quote includes 6 model(s). Trade in excluded. This includes a fiscal year or quarter year-end discount, and a promotional discount.
7	\$392,414	30.45 % 33.22 % T	\$272,912	7/31/2009	EASY III PSG 54 Channels	Payment terms are 2% 10 Days, Net 30 Days. This quote includes 12 model(s). The following vendors were also considered: Grass Technologies, an Astro-Med, Inc. Product Group.

T - indicates a trade-in value.

## Break Even Analysis Budget Planner

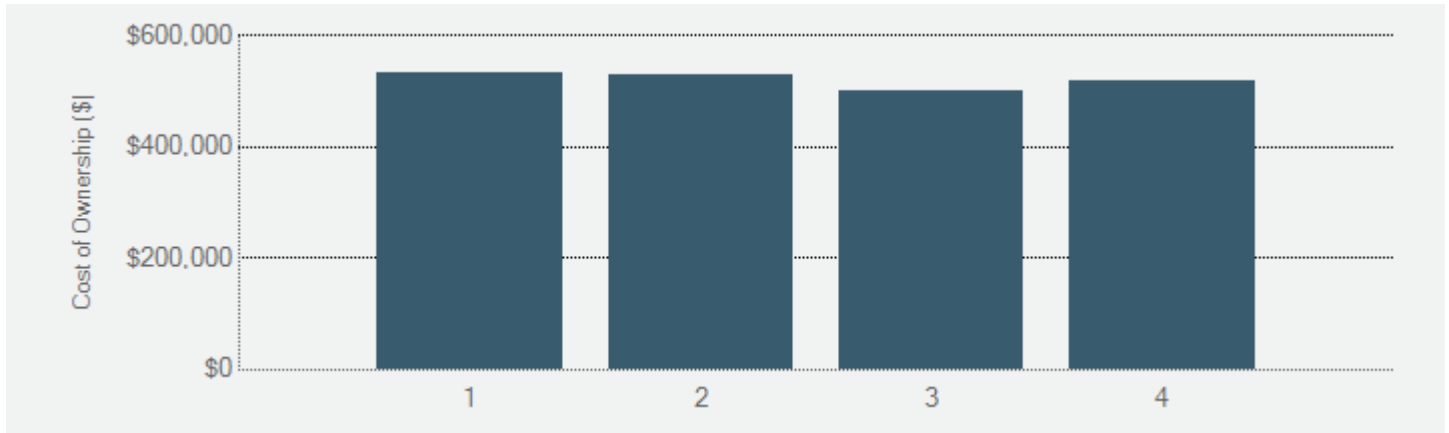
High: EASY III PSG 54 Channels at 87 procedures



#	Model	Type	Break Even Point (# Procedures)
1	<b>CADWELL LABS</b> EASY III PSG 54 Channels	Single Modality	87

## Cost Of Ownership Analysis Budget Planner

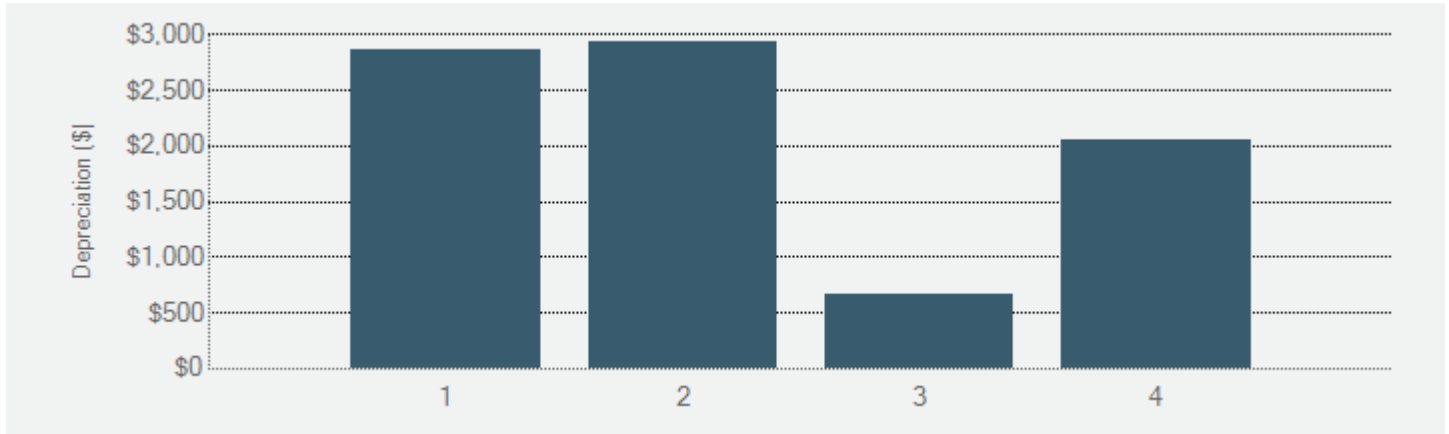
High: EASY III PSG 54 Channels at \$533,121.57



#	Model	Type	Cost of Ownership (\$)
1	<b>CADWELL LABS</b> EASY III PSG 54 Channels	Single Modality	\$533,121.57

## Yearly Depreciation Analysis Budget Planner

High: Easy II EEG Sleep at \$2,936.44



#	Model	Type	Depreciation (\$)
1	<b>CADWELL LABS</b> EASY III PSG 54 Channels	Single Modality	\$2,866.39

## More Pricing Information Available Budget Planner

Many Times this technology is bundled with, or sold as a component of another technology. Below is a list of other technologies you may want to review:

- Non-Invasive Ventilation System
- Electroencephalograph

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## Glossary of Terms and Calculations Budget Planner

**Average Purchase Price (P):** The average Purchase Price from the MD Buyline database.

**Service Cost Per Year (S):** This figure is specific to the technology and/or vendor. For technologies not seen in MD Buyline's database, a figure equal to 6% of the average replacement value (street value) is used as the default. For technologies already established in the MD Buyline database, the figure is either a pre-defined percentage of street value or a pre-defined flat rate (dollar amount) a vendor charges for service contracts.

**Residual Value (R):** Residual value is calculated at 10% of original purchase price.

**Life Expectancy (T):** Equipment life is taken from the most recent publication of the American Hospital Association's *Estimated Useful Lives of Depreciable Hospital Assets*.

**Procedures per Year (X):** This number reflects the minimum number of procedures for the specific technology based on the MD Buyline analysts' industry experience.

**Reimbursement (\$):** Reimbursement rates reflect the Medicare National Average as reported by the Centers for Medicare & Medicaid Services (CMS).

**Consumable Cost per Procedure (C):** This figure is the average consumable cost per procedure based on the MD Buyline analysts' industry experience, vendor consumables pricing, and information obtained from other MD Buyline members.

**Labor Cost per Procedure (L):** Labor cost reflects the mean hourly salary rates for healthcare workers taken from a review of a number of national labor and wage statistic resources. MD Buyline has included a 30% rate above the mean hourly salary for total overhead. Finally, we take the hourly salary (or salaries) + 30%, and multiply that by procedure time to arrive at labor cost per procedure.

**Warranty In Years (W):** The length of the vendor's warranty, in years.

**Break Even Point (B):** The number of procedures over the life of the equipment that must be performed to reach the point where the equipment is paid for--and you are realizing a profit.

$$B = \frac{[P + S(Y - W)]}{(C + L - \$)}$$

**Total Cost of Ownership (T):** The up front cost of purchase, in addition to the total cost over the life of the equipment, including consumables, labor, and service cost.

$$T = P + (S * W) + (X * Y)(L + C)$$

**Total Cost of Ownership per Year (TY):** The Total Cost of Ownership divided out on a per year basis, based on the Life Expectancy of the technology.

$$TY = \frac{T}{L}$$

**Depreciation (D):** Shows straight-line, annual depreciation for a piece of technology. Clinicians and executives can use this number to depreciate the capital on their records, or to estimate the value of the equipment at any point throughout its life.

$$D = \frac{(P - R)}{Y}$$

**Fee per Procedure Analysis (#):** Clinicians can use this calculator when considering a fee per procedure proposal. They can compare their quote to the fee per procedure calculator to determine if their quote is high, low, or right on target.

$$\# = \frac{(P - R) + (S * Y - W) + (Y * X * C)}{(X * Y)}$$

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## Questions?

Contact: Member Services  
member.services@mdbuyline.com  
(800) 375-5463 Option 1