

## LABORAS Business cases



### Case 1: Break-even when LABORAS is used regularly for smaller experiments

One customer has been using LABORAS with 6 platforms for 3 years, in this time the system has been used for 180 experiments. The purchase cost of the system was € 55.000. This customer indicated a 40% reduction in labour time per experiment. With these figures the breakeven point was reached after about 1.5 years.

	Manual	LABORAS	Savings
<b>Per experiment</b>			
Labour time (hours)	33	20	13
Labour cost (Euros)	€ 1.650	€ 1.000	€ 650
<b>Per year (60 exp.)</b>			
Labour time (hours)	1.980	1.200	780
Labour cost (Euros)	€ 99.000	€ 60.000	€ 39.000

**Table 1:** Comparison based on 40% labour reduction, and an hourly cost of € 50 (Hungary).

Investment	1 <sup>st</sup> year	2 <sup>nd</sup> year	3 <sup>rd</sup> year	4 <sup>th</sup> year	Etc
€ -55.000	€ -16.000	€ 23.000	€ 62.000	€ 101.000	...
€ -55.000	€ 39.000	€ 39.000	€ 39.000	€ 39.000	€ 39.000

**Table 2:** Costs and benefits per year based on 6 platforms.

Investment	1 <sup>st</sup> year	2 <sup>nd</sup> year	3 <sup>rd</sup> year	4 <sup>th</sup> year	5 <sup>th</sup> year
€ -55.000	€ -16.000	€ 18.000	€ 52.000	€ 86.000	€ 120.000
€ -55.000	€ 39.000	€ 34.000	€ 34.000	€ 34.000	€ 34.000

**Table 3:** Cost and benefits per year with € 5000 service fee for 6 platforms, starting from the 2<sup>nd</sup> year.

This business case shows that even with small experiments and mild wages of € 50 / hour the equipment investment is earned back in less than 18 months.

**Ask our advise on the value that LABORAS can bring to your experiments.**

## LABORAS Business cases (cont'd)



### Case 2: Break-even when LABORAS is used in a large experiment

A customer using an 8 platform LABORAS configuration did an experiment based on the formalin test (pain research, hind limb licking) in which 4000 animals were used. Comparisons are made by cost and lead time.

	Manual	LABORAS	Savings
Animals per session	1	8	
<b>Daily</b>			
Sessions ( $\frac{1}{2}$ hour)	10	5	
Animals	10	40	
Time (hours)	$10 * \frac{1}{2} = 5$	$5 * \frac{1}{2} = 2\frac{1}{2}$	2½ hours a day
<b>Overall</b>			
Lead time	400 days	100 days	300 days or 75%
Labour cost (Euros)	€288.000	€72.000	€ 216.000
Equipment cost (Euros)	€ 10.000	€70.000	€ -60.000
Total cost (Euros)	€298.000	€142.000	€ 156.000

**Table 4:** Comparison based on one employee, costing € 90 / hour (Netherlands).

The investment in LABORAS was earned back within a single experiment of 100 days. Therefore the customer had no trouble at all to decide on the purchase of LABORAS. No extensive budget discussions were needed because the investment was returned in less than 4 months

**Ask our advise on the value that LABORAS can bring to your experiments.**

Source: Returned Customer questionnaires about the value of LABORAS for the research budget