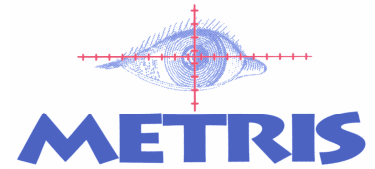


LABORAS Business cases



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
Per experiment			
Labour time (hours)	33	20	13
Labour cost (Euros)	€ 1.650	€ 1.000	€ 650
Per year (60 exp.)			
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 st year	2 nd year	3 rd year	4 th 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 st year	2 nd year	3 rd year	4 th year	5 th 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

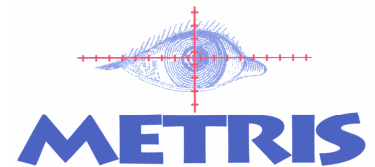
Table 3: Cost and benefits per year with € 5000 service fee for 6 platforms, starting from the 2nd year.

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.

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

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	
Daily			
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
Overall			
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