

Cost Justification

R.O.I

New applications are primarily justified on a “Return On Your Initial Investment” (ROI). The Pet Cremation System (PCS) saves time, money, reduces errors and helps make your organization operate with greater control and efficiency every day over a period of years. Over the past 10 years BIS has been able to analyze the business growth of our existing customers. Below we provide a few examples on how the PCS application provides you with a great ROI for your business!



Business Growth (Vet Clinics)

Our analysis has determined that on average a new vet clinic in most markets within the United States generates on average \$2000 in revenue per month. (We understand that this varies depending on the market; our existing customers in various geographic markets have provided this information to BIS.)

We have seen some of our PCS customers double and even triple the number of vet clinics they service in just the first two years. Therefore, even if the Enterprise package (\$35,000) was being considered the system would pay for itself within the first year and a half with only one new vet clinic! ($\$2000_{\text{avg}} \times 12 \text{ months} = \$48,000$ in revenues - subtract your expected costs of servicing this business)



Inventory Control

One of the most common costs that businesses incur is to have an improper balance of their inventory - having inventory on-hand that is not selling and being out of stock on items that are hot sellers. In some cases this inventory is taken at a complete loss because your vendor has superseded the item with a newer product. With proper inventory control you can manage your inventory cost more efficiently by knowing how much inventory there is on-hand and having the capability to project your inventory needs based on sales.



Decrease Labor Cost

There are many areas where employee hours are drastically reduced and in some cases can be eliminated completely. Based on our observation these areas can be clearly identified:

- The drivers will be able to make more stops in one day since the mobile devices provide a quicker pickup turnaround time as each pet tag is merely scanned. At the very least this will allow the drivers to improve customer satisfaction by allowing them to have more time to speak with the vet technician during their stops. **An estimated 20% of additional revenue is lost because of a poor customer service experience.**
- Pickups and Gas cost can be reduced for the vet clinics that don't require a pickup because the system provides the capability of knowing if there are any pet orders ready to be picked up. **It has been estimated that at least 5 trips per month are done where there are no pets ready to be picked up.**
- Certificates are typically manually created that take at least a few hours throughout the week to be completed. On average most cremation businesses spend about 4 hours per week, or 16 hours per month doing the certificates. Since the system automatically prints these certificates and labels, this **saves you an additional 2 days of labor costs per month.**