

## Cost analysis for the operation of a ECPT unit. Rental Program 2003

### Assumptions:

1. ECPT machine will be operated by medical technicians with ACLS training-(like EMT techs) at an average annual salary of \$32,000 per year, assuming 200 days and 6 hours per day the cost of operator will be \$30 per hour.
2. Cost of utilities for operation is \$3.5 per hour
3. Income per treated patient ( Assuming a 65/35 mix of Medicare/Comm.patients) for 3 treatments is \$8,000.
4. Secreterial Help at \$15 per hour, each patient treatment hour needs .35Hr. of secreterail help
5. Marketing Costs mailing and Brochures printing per month --> \$ **1,500.00**

**Option A** : Rental Program Minimum 45 hrs./month, @ **\$85** Per Hour  
and a commitment of at least one year

Expenses	Patients/Day	COSTS PER YEAR					
		2	4	5	6	7	8
	Patients/year	15	30	37	45	52	59
	# HOURS/MONTH	40	80	100	120	140	160
CardioAssist Cost/Month		\$ 3,825.00	\$ 6,800.00	\$ 8,500.00	\$ 10,200.00	\$ 11,900.00	\$ 13,600.00
CardioAssist Cost/Year		\$ 45,900.00	\$ 81,600.00	\$ 102,000.00	\$ 122,400.00	\$ 142,800.00	\$ 163,200.00
Operator cost/year		\$ 14,400.00	\$ 28,800.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 40,000.00
Utilitiea cost/year		\$ 1,680.00	\$ 3,360.00	\$ 4,200.00	\$ 5,040.00	\$ 5,880.00	\$ 6,720.00
Secreterial Help/year		\$ 2,520.00	\$ 5,040.00	\$ 6,300.00	\$ 7,560.00	\$ 8,820.00	\$ 10,080.00
Marketing Costs		\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00
<b>Total Annual Cost</b>		<b>\$ 86,325.00</b>	<b>\$ 143,600.00</b>	<b>\$ 175,000.00</b>	<b>\$ 199,200.00</b>	<b>\$ 223,400.00</b>	<b>\$ 251,600.00</b>
Cost Per Patient		\$ 5,755.00	\$ 4,786.67	\$ 4,729.73	\$ 4,426.67	\$ 4,296.15	\$ 4,264.41
<b>Income from Patients</b>		<b>\$ 105,000.00</b>	<b>\$ 210,000.00</b>	<b>\$ 259,000.00</b>	<b>\$ 315,000.00</b>	<b>\$ 364,000.00</b>	<b>\$ 413,000.00</b>
<b>Net Profits from ECP</b>		<b>\$ 18,675.00</b>	<b>\$ 66,400.00</b>	<b>\$ 84,000.00</b>	<b>\$ 115,800.00</b>	<b>\$ 140,600.00</b>	<b>\$ 161,400.00</b>
Net Profits/Patient		\$ 1,245.00	\$ 2,213.33	\$ 2,270.27	\$ 2,573.33	\$ 2,703.85	\$ 2,735.59
Annual Return on Investment		22%	46%	48%	58%	63%	64%
<b>Income from Diagnostic Testing</b>							
Global Income		\$ 206,080	\$ 412,160	\$ 515,200	\$ 618,240	\$ 721,280	\$ 824,320
Professional Comp.		\$ 89,960	\$ 179,920	\$ 224,900	\$ 269,880	\$ 314,860	\$ 359,840
<b>Total Income ECP + Diagnostic Tests</b>		<b>\$ 292,405.00</b>	<b>\$ 555,760.00</b>	<b>\$ 690,200.00</b>	<b>\$ 817,440.00</b>	<b>\$ 944,680.00</b>	<b>\$ 1,075,920.00</b>