

THE VALUE IS REAL.

DO THE MATH. THE SAVINGS ARE UNDENIABLE WITH THE RACKPACK FIELD SYSTEMS SOLUTION.

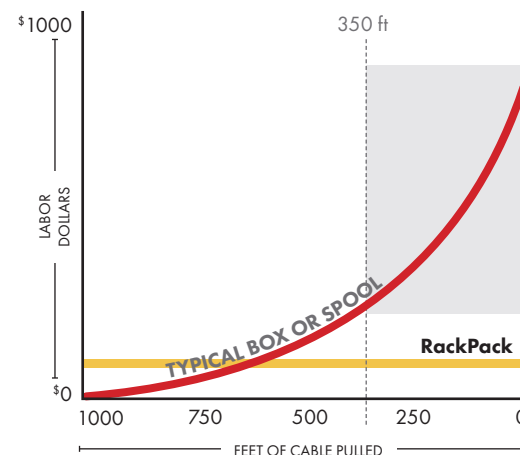
SCENARIO ONE: \$100,000 PROJECT

- 68% of total cost is Labor Expense
- 32% of total cost is comprised of overhead and materials
- We estimate wire to be 4-5% of total job expense
- Of the labor on a project, roughly 40% of that TIME is moving, staging and pulling cable which means the pulling expense of the project is roughly \$27,000
- 40% of 68% (\$68,000 * 0.40) equaling \$27,000
- If wire was 4% of your total expense, that would be roughly \$4,000, maybe \$5,000. We estimate we will save you a minimum of 20% on your wire pulling
- At 20% labor savings = \$5,440 reduction in total cost
- At 30% labor savings = \$8,160 savings reduction in total cost
- At 40% labor savings = \$10,880 savings reduction in total cost
- At 50% labor savings = \$13,500 savings reduction in total cost

SCENARIO TWO: SUB-CONTRACTING SOLUTION ON A \$100,000 PROJECT

- 90% of total cost is labor expense
- 10% of total cost is overhead and material
- We estimate 4-5% of total job expense is wire
- Of the labor, 40% of that TIME is moving, staging and pulling cable which would mean the pulling cable expense of the project is roughly \$36,000
- 40% of 90% (\$90,000 * .40) equaling \$36,000
- If wire was 4% of your total expense, that would be roughly \$4,000, maybe \$5,000. We estimate we will save you a minimum of 20% on your wire pulling
- At 20% labor savings = \$7,200 savings reduction in total cost
- At 30% labor savings = \$10,800 savings reduction in total cost
- At 40% labor savings = \$14,400 savings reduction in total cost
- At 50% labor savings = \$18,000 savings reduction in total cost

INDISCRIMINATE WASTE ELIMINATED WITH THE RACKPACK



COST PER 1,000'	USABLE FOOTAGE	COST PER USABLE FOOT
\$200/M	900'	\$0.22
\$179/M	900'	\$0.20
\$150/M	650'	\$0.23

