



Piian Systems

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Cost Benefit Analysis – Piian Mini Vaporizer vs. Ozone Generator

The primary advantage of the Piian Mini Vaporizer System -- vaporizing all-natural Piian Odor Neutralizer -- over Ozone Generators is it protects employees' health and safety. But the Piian Mini Vaporizer System is also less expensive than "Ozone". As the chart below proves, over a 5-year period, the Piian Mini Vaporizer System is **25% less expensive** to own and operate than an Ozone Generator. And the Piian Mini Vaporizer comes with Piian's "perpetual warranty." For each one year supply of Piian Odor Neutralizer the customer buys, Piian will provide a further 1 year warranty on the equipment. If it breaks, we replace it – it's that simple.

5-YEAR COST COMPARISON

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Piian Mini Vaporizer						
Initial Cost	\$1995.00	-	-	-	-	\$1995.00
Electrical Costs	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$10.00
Consumption Costs	\$395.00	\$395.00	\$395.00	\$395.00	\$395.00	\$1975.00
						\$3990.00
Ozone Generator						
Initial Cost	\$2995.00	-	-	-	-	\$2995.00
Electrical Costs	\$227.76	\$227.76	\$227.76	\$227.76	\$227.76	\$1138.80
Maintenance Costs	-	\$200.00	\$200.00	\$200.00	\$200.00	\$800.00
						\$4933.00

5-YEAR REVENUE COMPARISON

Total Revenue for 5 years when an Ozone generate is sold - **\$2995.00**

Total Revenue over 5 years when a Piian Mini Vaporizer is sold - **\$3990.00!**

Conclusion

Ozone generators consume a lot of electrical power and are high maintenance compared to a Piian Mini Vaporizer. A Piian Mini Vaporizer costs 20% less for a customer to own and operate over 5 years.

Other notes.....

ANNUAL ELECTRICAL OPERATION COSTS

Ozone Generator

Power Consumption = 260 W

Operating Time = 24 Hours / 7 Days Per Week

Electrical Consumption Cost = 0.26kWh x \$0.10* Per kWh x 24 Hours per Day x 365 Days = \$227.76 per year.

Mini Vaporizer System

Power Consumption = 575 W

Operating Time = 4.8 Min / Day / 7 Days Per Week

Electrical Consumption Cost = 0.575kWh x \$0.10* Per kWh x 0.08 Hours Per Day x 365 Days = \$1.68 per year.

*Based on CNN news report, the national average per kWh is \$0.10, this value can be factored according to regional power cost variances.