

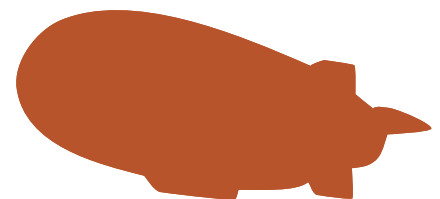
HOW TO CALCULATE YOUR ROI

One of the first things businesses do when they are trying to understand the business case for a significant investment is to calculate the return on investment (ROI) they will see.

With casino operating costs set to soar over half million dollars per year for VCR recording, modern DVR recording is an investment many organizations cannot afford not to make.

FOR AN AVERAGE CASINO WITH 2,000 CAMERAS	1-CH VCRs	32-CH DVRs
INITIAL COST*	800,000	1,312,500
OPERATION*		
ANNUAL CLEANING	80,000	
REBUILD YEARLY: NEW BELTS & CLEANING	200,000	
TAPE REPLACEMENTS, ANNUALLY	8,000	
STORAGE SPACE @ 20.00SF/YR	80,000	2,500
DAILY TAPE CHANGEOVER LABOR	9,125	
ESTIMATED 1% DRIVE REPLACEMENT		2,000
VCR SEARCH @ 1/DAY: A single search for video evidence of a "bad guy" can take a trained operator all day. Usually it is a surveillance manager that has to perform or supervise the search	90,000	9,125
ANNUAL OPERATING EXPENSE	415,625	13,625
TOTAL EXPENSE AFTER 3 YEARS OF OPERATION	2,046,875	1,353,375
AFTER 5 YEARS	2,878,125	1,380,625

* Does not include installation or energy costs which are roughly equivalent across systems.



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