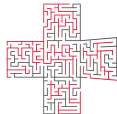


Expect Real-Time Results

Today, the Awarepoint Real-time Awareness Solution gives hospitals the tools needed to operate more efficiently and cost-effectively. Our healthcare results are significant, as can be seen below in a partial list of annual savings realized from installing the Awarepoint solution. This example assumes a hospital tagging 2,000 pieces of key equipment, including:

| Equipment Cost Savings | Qty Tagged |
|---------------------------------------|------------|
| IV Pumps | 679 |
| SCD Machines | 256 |
| Nutrition/Enteral Feeding Pumps | 205 |
| Wound VACs (for rentals) | 15 |
| Bed – Low Airloss (for rental items) | 21 |
| Aspirating Suction Motor | 18 |
| AV Impulse Footpump | 30 |
| Improved Productivity | |
| Beds | 620 |
| Transport Wheelchairs | 105 |
| Transport Gurneys – Specialty Gurneys | 30 |

| Hard Dollar Return on Investment | |
|---|------------------|
| Benefits: | |
| Reduction in lost or misplaced infusion pumps and components (Note: Tracking other types of equipment will increase savings) | \$207,057 |
| Decreased equipment budget – increased utilization | \$121,960 |
| Reduction in equipment rental costs | \$ 90,828 |
| Decreased number of transporter FTE's | \$ 28,861 |
| Total Benefits: | \$448,706 |
| Costs: Fully managed service – no additional installation, infrastructure or maintenance costs | (\$252,748) |
| Net Hard Dollar Annual Value | \$195,958 |



Expect Real-Time Results

| Cost Savings – Additional Soft Returns | |
|--|--|
| Clinical Engineers Productivity and Patient Safety: Timely preventative maintenance & recalls leads to enhanced safety for patients/staff. Time that could be spent on PM. | Average of 3 hours daily spent searching for rentals. Less time searching for equipment = 1,095 additional hours/year. |
| Time Savings for Registered Nurses: Dollars that could be spent on patient care instead of searching for equipment. | Reducing equipment searching by 5 minutes per nurse equates to \$471,800. |
| EVS Productivity: Additional hours/year could be spent to increase bed turnover. | Average of 3 hours daily spent searching for rentals. Less time searching for equipment = 1,095 additional hours/year. |
| Efficient patient transports improves satisfaction among patients and clinical staff. | Improved Customer Satisfaction. |

For more information, contact Visibility Solutions on +61 2 9454 4244, info@visibilitysolutions.com.au, or track us down at www.visibilitysolutions.com.au