

Da Vinci Xi Pricing Options

OPTION 1

24-MONTH RENTAL LEADING TO PURCHASE IN YEAR 3

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Da Vinci			\$2,660,800	-	-	-	-
50% reduction	-	-	(\$480,000)	-	-	-	-
Monthly Fee	\$40,000 X 12 = \$480,000	\$40,000 X 12 = \$480,000	-	-	-	-	-
Instrumentation	\$75,280	-	-	-	-	-	-
Service Fee	included	included	\$200,000	\$200,000	\$200,000	\$200,000	\$200,000
Simulator Fee	included	included	\$26,000	\$26,000	\$26,000	\$26,000	\$26,000
Operational Cost (120/160 cases)	\$187,500	\$250,000	Absorbed by Government				
Research Assistant	\$70,000	\$70,000	-	-	-	-	-
Minor Renovations	\$50,000	-	-	-	-	-	-
TOTAL	\$862,780	\$800,000	\$2,406,800	\$226,000	\$226,000	\$226,000	\$226,000

TOTAL COST OVER 7 YEARS: \$4,973,580

*Service Fee and Simulator Fee apply for the duration of the life span of the da Vinci.

OPTION 2

PAY-PER-USE (Based on number of cases & paid up until 1,360 cases have been completed)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Cases	120	160	180	200	200	250	250
\$/Case (based on a 5% interest rate)	\$3,390	\$3,390	\$3,390	\$3,390	\$3,390	\$3,390	\$3,390
Instrumentation	\$9,682	-	-	-	-	-	-
Operational Cost	\$187,500	\$250,000	Absorbed by Government				
Research Assistant	\$70,000	\$70,000	-	-	-	-	-
Minor Renovations	\$50,000	-	-	-	-	-	-
TOTAL	\$723,982	\$862,400	\$610,200	\$678,000	\$678,000	\$847,500	\$847,500

TOTAL COST OVER 7 YEARS: \$5,247,582

PPU Calculation	
da Vinci Xi	\$ 2,712,598
+ Service x6	\$ 1,356,000
+ Interest	\$542,000
Total Cost	\$4,610,598
÷ Target	1,360
PPU fee	\$3,390

*Service Fee and Simulator Fee apply for the duration of the life span of the da Vinci.

*\$13,800 freight fee was waived