



Costs and Benefit Analysis

Alternative Methods	No Use	Using BuildClean
Cost of System:		
Air Scrubber		\$1,030.00
Per Job Cost - Assumption allocation over 6 jobs		\$171.67
Pre-filter Cost per Job		\$23
Total Cost of Use per Job	\$0	\$195
Costs Related to NOT Managing Dust & Client Expectations		
Cost of Additional Labor Hours for Daily Cleaning (30 min. @ \$25/hour x 5 days)	\$63	
Cost to hire a cleaning crew (Cost of \$300 @ 25% occurrence)	\$75	
Cost of un-satisfied client (10% probability of \$5,000 expense)	\$500	
Benefits of Added Satisfaction (i.e. repeat work, referral, etc.)		
Equals the cost of landing a new client	\$300	
Cost of Lost Builder / Client (1% probability of \$20,000 loss of profit)	\$200	
Cost of health of welfare of crew in dust (1 hr. lost productivity)	\$25	
Subtotal - Costs Related to NOT Managing Dust	\$1,163	
Benefits of using the BuildClean System		
Client charge (Blind contract add-in)		\$150
Value of satisfied client (i.e. repeat work, referral, etc.) - 30% probability of \$500 expense		\$150
Value of competitive advantage		\$50
Subtotal of Benefits	\$0	\$350
Total Value of of Benefits		\$350
Total Cost of Use per Job		-\$195
TOTAL Value Gained per Job		\$155
Total - Costs Related to NOT Managing Dust	\$1,163	