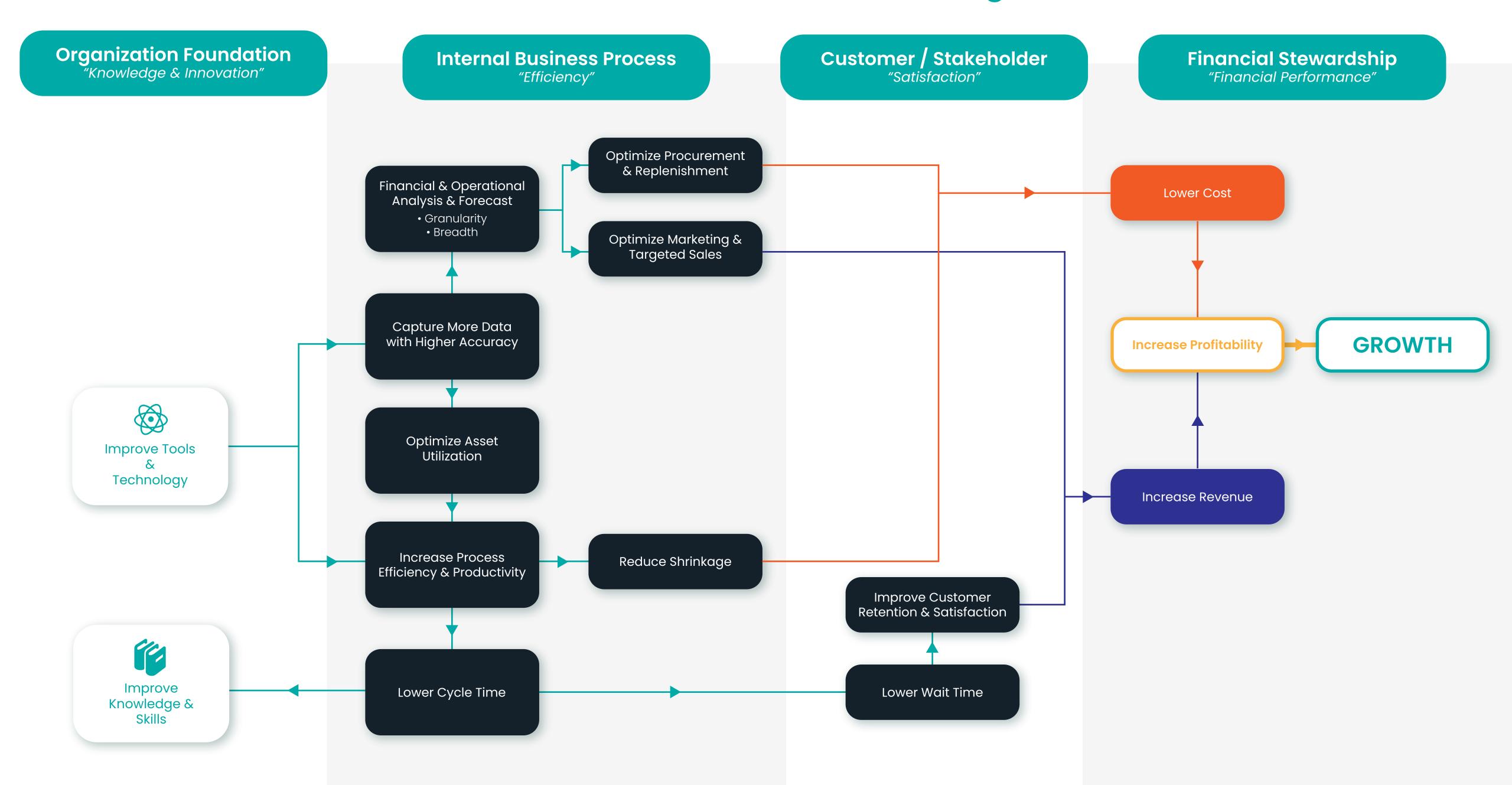
The overview of ROI Generating



ROI for IoT implementation in Inventory Management

No.

ROI Item

Customer experience & retention

- Optimum stock level at all time
- Enable Omni-channel sales approach
- Anti-counterfeiting

Category

Magnitude

Increase revenue

Approx 35% of sales increase



Increase billed revenue capture

- Capture missed revenue
 - Avoid fraud risks

Increase revenue

Approx 10% of total billed revenue



Improve inventory management efficiency

- Space optimisation & visibility
- Simplify and speed up inventory processing/management
- Increase inventory accuracy
- Eliminates out of stock/ unavailability of goods
- Speed up inventory stock take/ cycle count/ auditing
 - Minimize inventory searching time
- Eliminate human mistake
- Improve efficiency of sales return
 - Eliminate wrong inventory distribution shipment

Lower cost base

Approx 30% reduction in clinical FTE



Reduce inventory Holding

Intelligent procurement with demand planning

Reduce inventory size

Eliminate excess order/ overstock

Lower cost base

Approx 40% of total inventory value



Reduce shrinkage

Pilferage

Accidental loss

Waste of goods expirations

Damages due to non-optimum storage condition

Write off

Lower cost base

Approx 20% of total inventory value

ROI for IoT implementation in Asset Management

No.

ROI Item

Category

Magnitude



Enhance customer experience & retention

- Always has sufficient equipment to treat patients
- Asset availability & visibility
 - Hygiene control and compliance

Increase revenue

Approx 35% of sales increase



Improve asset management efficiency

- Simplify and speed up asset processing /management
 - Minimize asset searching time
- Eliminates asset shortage / unavailability
- Speed up asset stock take / auditing
- Eliminate human mistake

Lower cost base

Approx 30% reduction in clinical FTE



Reduce asset owning

- Intelligent procurement with demand planning
- Minimize usage; Avoid asset being idle
- Eliminates excess of asset
 - Reduce asset size

Lower cost base

Approx 30% reduction in clinical FTE



Reduce shrinkage

- Misplace or lose
 - Pilferage
- Accidental loss
- Damages due to improper maintenance

Lower cost base

Approx 40% of total inventory value