

## Lifecycle Costs of Your PdM Vibration Analyzer

Initial Costs:	Azima DLI	Competitor Costs
ExpertALERT Software	\$9K	\$10K - \$20K
Trio CX Series	\$28K	\$25K - \$35K
Trio CA Series	\$19K	\$20K - \$35K
Maintenance Costs (After first year):		
Service/Upgrade Agreement for ExpertALERT	\$1.5K	\$3K - \$5K
Trio Software/Hardware Maintenance Agreement	\$1.5K	\$3K - \$5K
Replacement Costs (Every 5-7 years):		
Trio CX Series Controller Replacement	\$5K	\$20K - \$30K
DP-1 Unit Replacement (if needed)	\$3K	-----
1st 5 Year Period with Initial Purchase	\$40K-\$47K	\$54K - \$95K
2nd 5 Year Period	\$20K	\$45K - \$80K
3rd 5 Year Period	\$23K	\$30K - \$50K
<u>4th 5 Year Period</u>	<u>\$20K</u>	<u>\$45K - \$80K</u>
<b>20yr Lifecycle Costs</b>	<b>\$103-\$110K</b>	<b>\$174K-\$305</b>

### Assumptions:

1. Replace Trio Controller every 5 years
2. Replace Trio DP-1 unit every 8-10 years
3. Replace Competitor unit every 8-10 years

Closest Competitor would be Commtest/GE Bently whose unit is sold with a 5 year Warranty. If you bought a new unit every 5 years, then \$22K to \$35K every five years would present a lifecycle costs of \$110K to \$165K.