



Financial Analysis: AQUIS Installation Vs. Air Handler Replacement NYC Area Hospital: 4 Modular Air Handlers

SCENARIO A (Budgeted): Air Handler Replacement

Cash Flow	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	TOTAL
Capital Cost	\$0	(\$800,000)	\$0	\$0	\$0	\$0	\$0	(\$800,000)
Operational Savings	\$0	\$0	\$38,224	\$39,847	\$41,470	\$43,093	\$44,716	\$207,350
TOTAL	\$0	(\$800,000)	\$38,224	\$39,847	\$41,470	\$43,093	\$44,716	(\$592,650)

SCENARIO B: AQUIS Installation

Cash Flow	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	TOTAL
Capital Cost	(\$79,200)	\$0	\$0	\$0	\$0	\$0	\$0	(\$79,200)
Operational Savings	\$0	\$3,275	\$3,576	\$3,906	\$4,268	\$4,664	\$5,099	\$24,789
TOTAL	(\$79,200)	\$3,275	\$3,576	\$3,906	\$4,268	\$4,664	\$5,099	(\$54,411)

SCENARIO B VS. SCENARIO A: Savings for AQUIS Installation Vs. Air Handler Replacement

Net Cash Flow	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	TOTAL
SAVINGS	(\$79,200)	\$803,275	(\$34,648)	(\$35,941)	(\$37,202)	(\$38,429)	(\$39,617)	\$538,239

INPUTS

AQUIS Installation Cost: \$79,200 (Includes 10-Year Extended Warranty)
 Replacement Cost: \$800,000
 Year of Replacement: Year 2

RESULTS

Net Present Value (NPV): \$488,772
 Return on Investment (ROI): 667%

Assumptions:

- Considers four 20,000 CFM (50 Ton) modular air handlers
- Air Handler Replacement Capital Cost includes cost of equipment, installation and downtime
- AQUIS Installation includes AQUIS System on condensate pans & floors and antimicrobial coating on walls, ceilings, blowers, etc.
- AQUIS Installation completed at end of Year 1 (Scenario B); Air Handler Replacement completed at end of Year 2 (Scenario A)
- Operational Savings is based on a combination of energy cost savings and maintenance cost savings
- ROI calculation based on discounted cash flow; Cost of Capital of 8% for NPV & ROI calculations