

## Financial Opportunity Example

### Model Per Patient

| Costs                       |                 |                                      |
|-----------------------------|-----------------|--------------------------------------|
| Time                        | \$ 75.00        | *Mobile phlebotomist cost            |
| Supplies                    | \$ 10.00        | *Blood draw supplies and saline      |
| AseptiKits Kit              | \$130.00        | *PALA YourTears 12 kit               |
|                             | <b>\$215.00</b> | *Example only                        |
| Revenue                     |                 |                                      |
| Paid at time of Appointment | <b>\$365.00</b> | *Price to patient varies by provider |
| Profit                      |                 |                                      |
|                             | <b>\$150.00</b> | *Profit for organization             |

### Potential Profit Annualized

| Drops Processed Monthly | Monthly Profit | Annual Profit |
|-------------------------|----------------|---------------|
| 5                       | \$ 750.00      | \$ 9,000.00   |
| 10                      | \$1,500.00     | \$ 18,000.00  |
| 20                      | \$3,000.00     | \$ 36,000.00  |