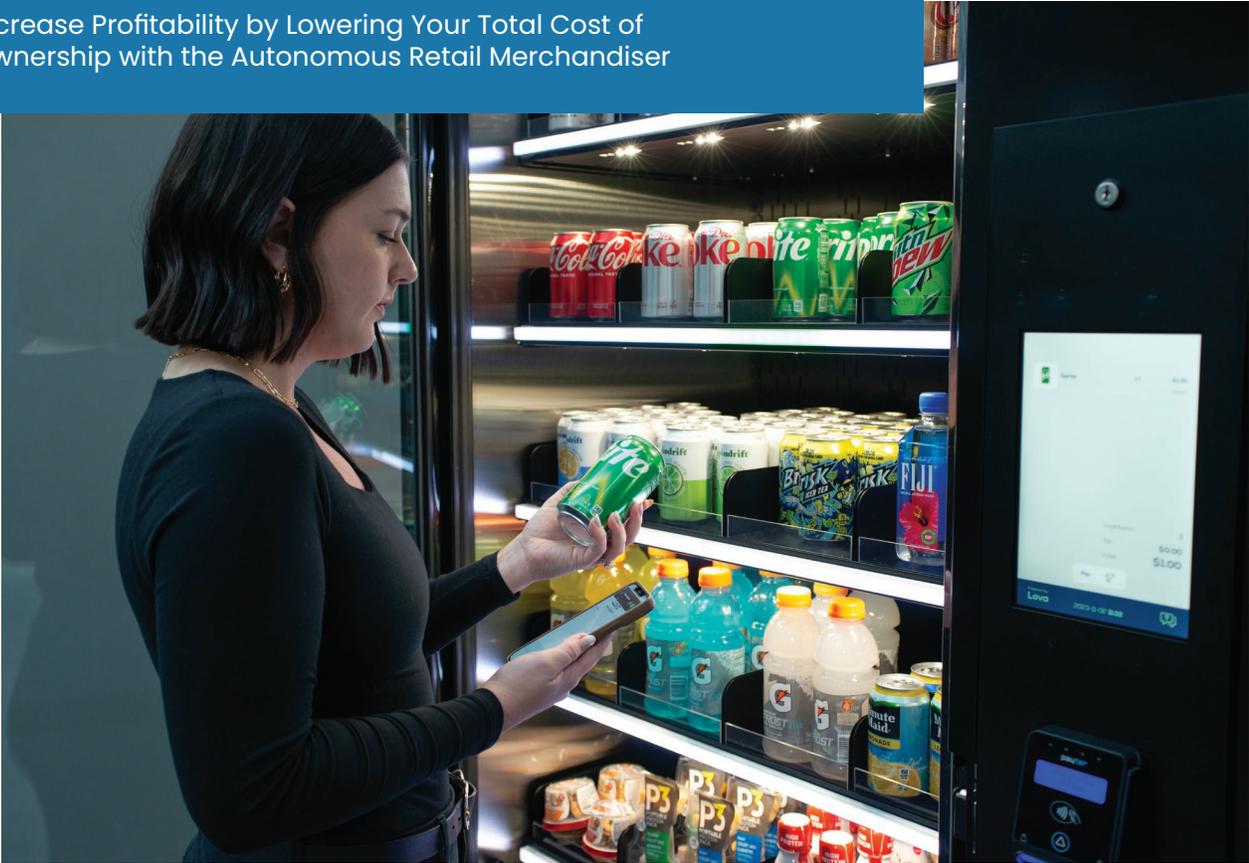


Total Cost of Ownership Study

Increase Profitability by Lowering Your Total Cost of Ownership with the Autonomous Retail Merchandiser



Total Cost of Ownership (TCO) Defined



In 2006 NAFEM'S Life Cycle Steering Committee aimed to accomplish this task by developing an Equipment Life Cycle Cost formula and make the results available to those in the industry most affected by TCO.

The association defines TCO, or life cycle cost analysis, as "a method of calculating the cost of ownership of a piece of equipment over its entire useful lifespan."

These costs include the following operating costs and life cycle elements.

OPERATING COSTS

- Education & Training
- Preventative Maintenance
- Cost of Procurement & Disposal of Consumables
- Disposal
- Food product loss
- Incremental labor to refill due to product loss
- Fees (Food Tech)

LIFE CYCLE ELEMENTS

- Equipment Costs
- Purchase Price
- Freight
- Installation & Startup
- Energy Consumption
- Parts & Labor for Repairs

In Tests Conducted with The Competition, Structural Concepts Outperformed All Models in Key Areas



ENERGY
40% Lower



FEES
54% Lower



LABOR COSTS
85% Lower



CAPACITY
23% Higher



PROFITABILITY
30% Higher

Study Models



Structural Concepts
DELIVERING FRESH. ALWAYS.™

FoodSpot

get**VICKI**

hubz
SMART STORES

Byte
Technology

Smart, Efficient, and Profitable

For the Operator

- Location flexibility; Seamlessly expand footprint throughout food deserts
- Manage and track inventory more accurately; Real-time insights
- Sell more - waste less
- Reduce labor - redirect tasks
- Enhanced security - reduce theft

For the End-User

- Convenient shopper experience; Available 24/7
- Simplified user interface
- Fully secured, accurate transactions
- Ensures greater food safety
- Easy to use; Creates familiarity



To learn more about how SCC can provide the lowest cost of ownership with Automated Merchandisers, please contact Danielle McMiller, Vice President of Marketing, dmcmliller@structuralconcepts.com to receive the full Total Cost of Ownership Report.

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