



Digital TEC Costing and Log Analysis

Dom Watkins – Stock Control Manager

Logistic Challenges

SEMI-CONDUCTOR SHORTAGE:

- COVID-19 Pandemic – plant closure – inventory depletion
- Fires at facilities in Japan and Germany
- China-US Trade War – alternative suppliers in Taiwan already at maximum capacity
- Severe Weather – plant closures
- Russia-Ukraine War – 50% of Global Neon from Ukraine | 40% of Palladium from Russia

“...any prediction of a resolution to the chip shortage by the end of 2022 is optimistic...the issue will not be fully solved until 2023 or 2024”

- IBM CEO Arvind Krishna

AVAILABILITY FOR TESTING | APPELLO SMARTLINE & TUNSTALL DIGITAL LIFELINE not currently available for field tests

EXISTING PERIPHERAL COMPATIBILITY | Most manufacturers have their own peripheral ranges with limited x-compatibility and backwards compatibility with analogue peripherals.

TRAINING BURDEN | Integrating new equipment is costly in point of time and resource

DEPLOYED ANALOGUE DISPERSED ALARMS | 620+ Dispersed Alarms in ASC alone

SIM CARD MANAGEMENT | Repeating subscription costs and SIM Card Management

CURRENT USAGE* –
ANALOGUE / DIGITAL

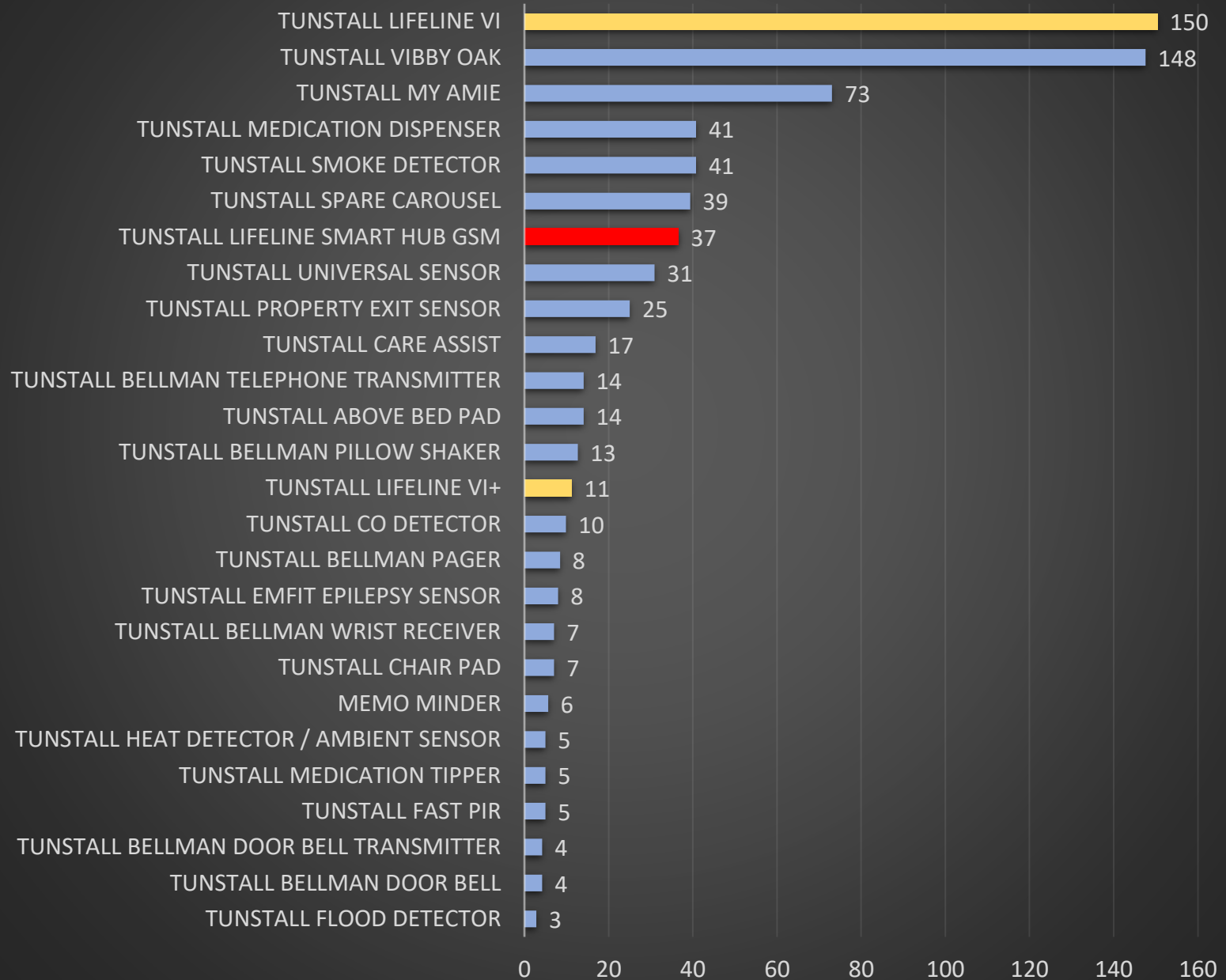
TUNSTALL SMARTHUB /
LIFELINE / LIFELINE VI

~18% Dispersed Alarms
are digital

TUNSTALL SMARTHUB

*New Installs Only

NEWLY INSTALLED EQUIPMENT - ANNUAL PREDICTION



CURRENT COST – ANALOGUE / DIGITAL

TUNSTALL SMARTHUB

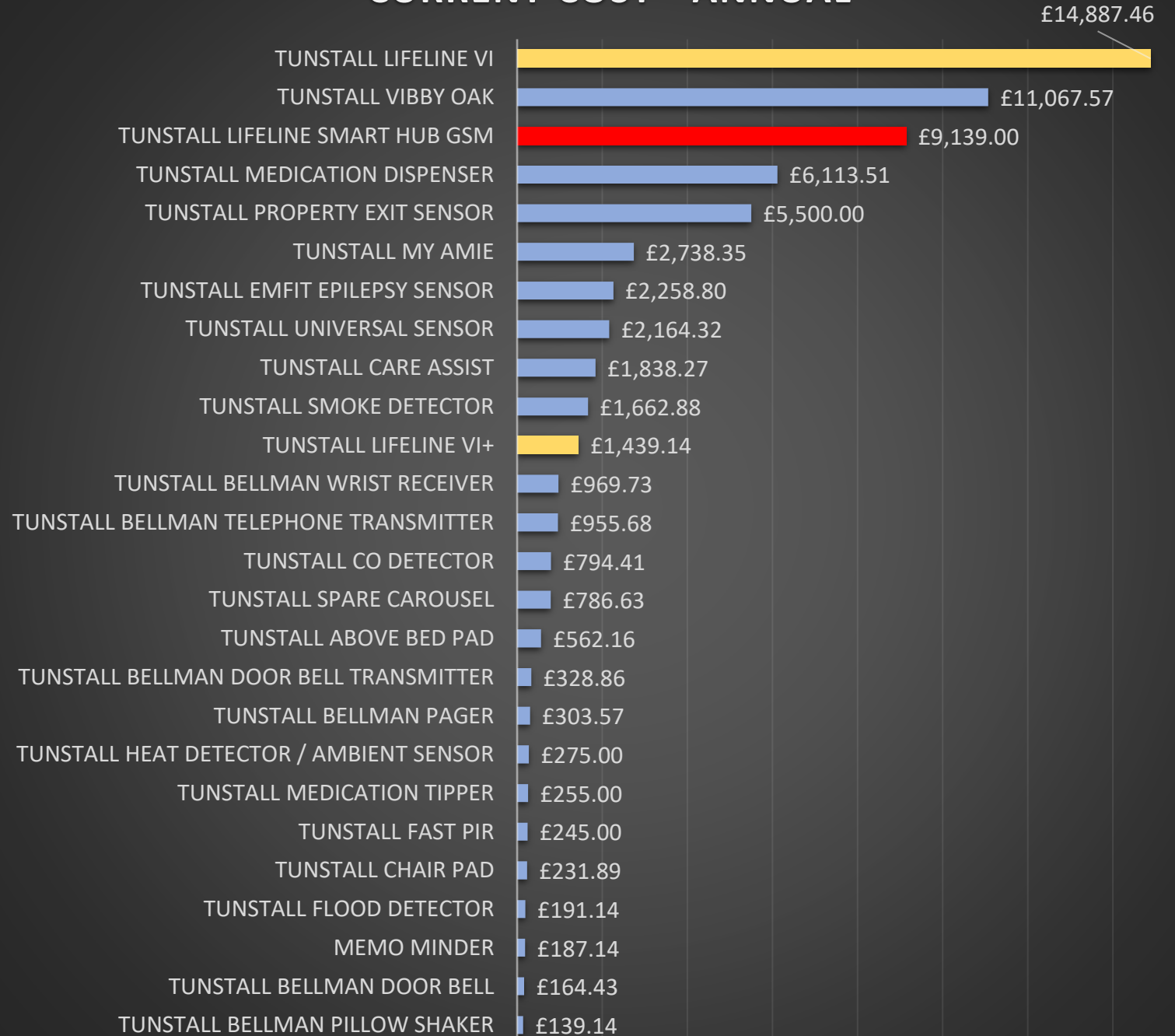
~18% Dispersed Alarms
are digital

Cost of New Equipment*

£65,199

*assumption of no recycling

CURRENT COST - ANNUAL



FULL DIGITAL

TUNSTALL SMART HUB

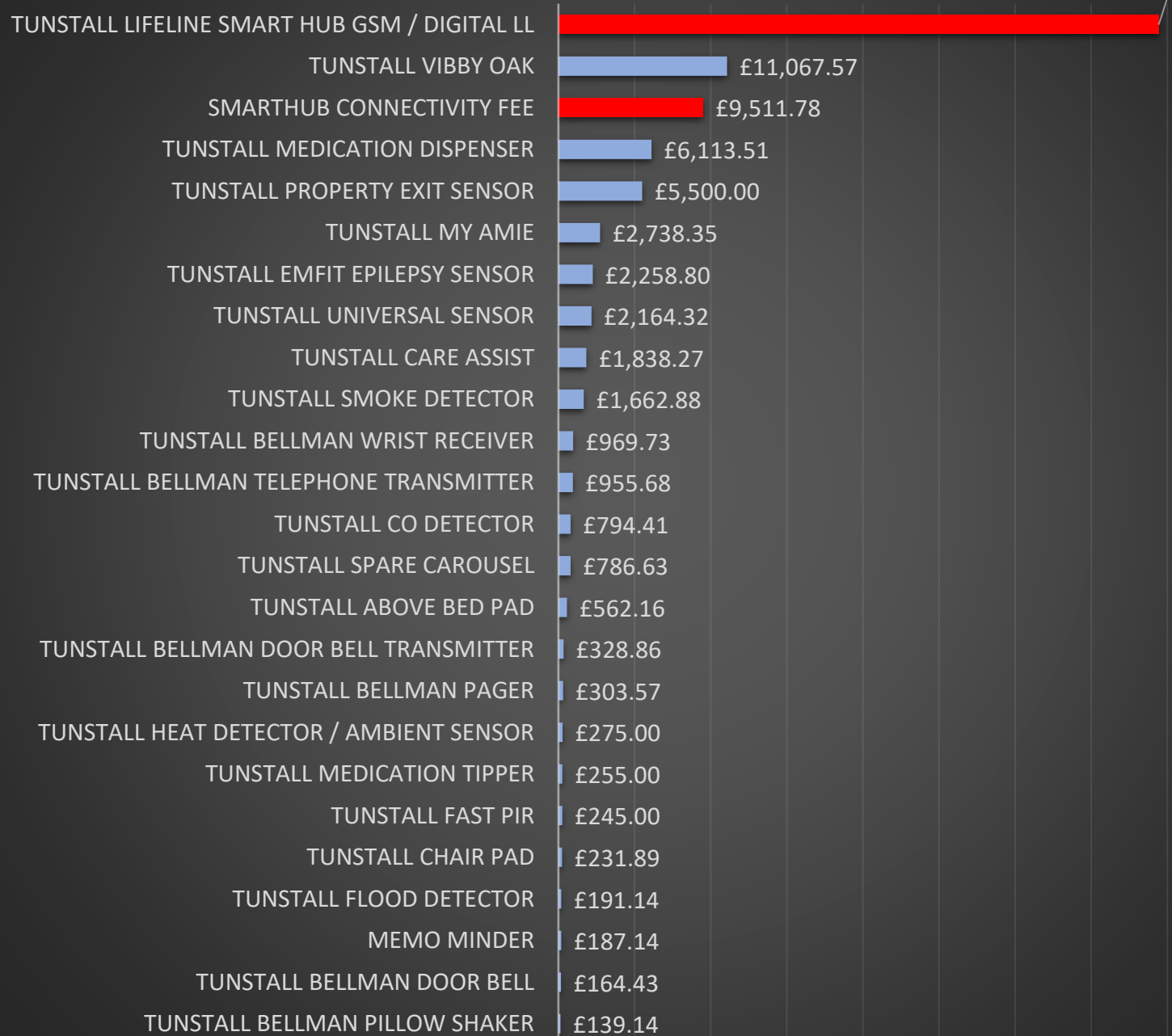
100% Dispersed Alarms
are digital

Cost of New Equipment

£88,679

TUNSTALL 100 DIGITAL – ANNUAL COST

£39,434.27



FULL DIGITAL

TYNETECH REACH IP

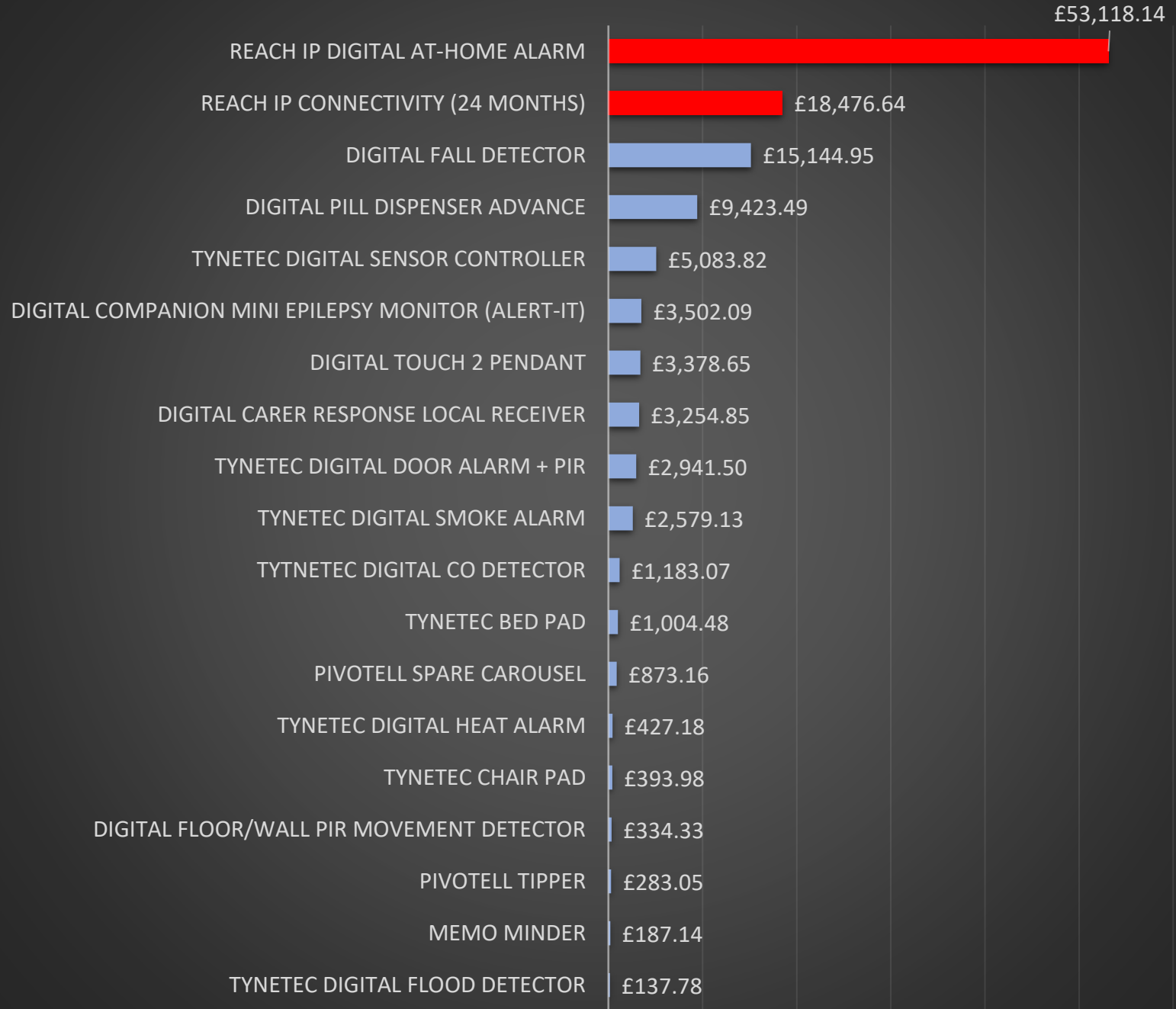
100% Dispersed Alarms
are digital

Cost of New Equipment

£121,727

*Limited 'sensory equipment'

TYNETECH 100 DIGITAL – ANNUAL COST



FULL DIGITAL

POSSUM NOVO IP

100% Dispersed Alarms
are digital

Cost of New Equipment

£103,745

*Limited 'sensory equipment'

POSSUM 100 DIGITAL – ANNUAL COST

