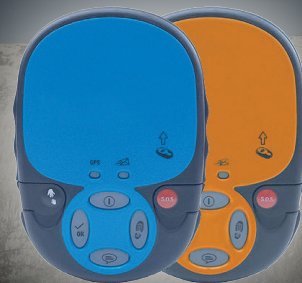


Loner

BUSINESS CASE

Are You Still Using a Blue or Orange Satellite Puck?



THE CHALLENGE

Many organizations have adopted the blue or orange satellite puck for monitoring of the well-being of field personnel. Some years ago, this solution was among the only location-based alternatives available. With the recent introduction of Blackline's Loner Bridge System, everything has changed.

BUSINESS MODEL

A team of 100 employees, that use the blue or orange satellite puck could waste \$39,156 every year on replacement batteries. Below we make our case—see for yourself the hidden cost associated with this solution.

Lithium AA battery cost	\$3.75 each
Number of new batteries per set	3 per blue or orange puck
Cost per set of new batteries	\$11.25
Battery life with tracking	7 workdays
Number of workdays per month	20 days
Total cost of batteries, per month	\$32.63 per employee
Total cost of batteries, per year	\$391.56 per employee

ANALYSIS

Blackline's family of Loner® safety monitoring solutions has an operating cost starting at an effective \$25/month per employee. Just the cost of batteries presents a higher hard cost than the operation fee of a Blackline Loner safety monitoring device.

OUTCOME

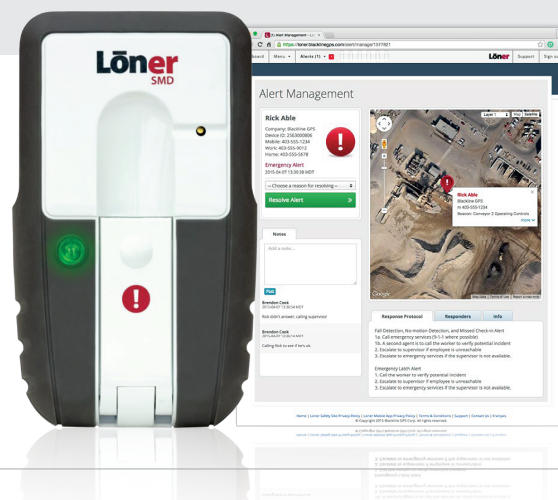
Loner safety monitoring solutions are one of the most affordable, yet the most effective, safety monitoring solutions available. They optimize any organization's capability through a timely, pin-point emergency response. During an incident, improving an employee's outcome is the true bottom line.

FURTHER CONSIDERATION

Blue and orange satellite pucks present a high cost of ownership as this business model demonstrates. However this is just part of the overall picture. The cost of replacement batteries does not consider the logistical cost of purchasing and battery distribution. This business model also does not consider the service fee for the blue or orange puck, which makes the business case more compelling yet. Also, employee productivity and the use of a call center to manage a check-in process creates additional layers of needless cost.

EFFECTIVENESS IS PARAMOUNT

More importantly, the effectiveness of any system must be considered alongside the purchase and operating costs. Blue and orange satellite pucks are attractive recreational solutions. However, for business safety monitoring programs these solutions cannot operate indoors, do not offer automatic safety monitoring detection capability, lack an efficient manual safety alert trigger, and cannot position an employee indoors when required.



*Blackline Safety is always available to help your organization address its work-alone safety monitoring needs. **Contact us today for a free consultation and work-alone safety assessment.***

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