

Five-year cost: the lines to ask every supplier about

The price you sign is rarely the price you pay. These are the cost lines to ask every supplier to price. Building the five-year model for your site and comparing bids like for like is what we do.

Where it usually goes wrong

- Comparing year-one price only.
- Tag replacement, batteries and licences left out.
- Integration and internal staff time not counted.

Ask every supplier to price these

- ☐ Infrastructure: readers, anchors, gateways, cabling, install
- ☐ Tags: purchase, replacement, batteries, attachment
- ☐ Software: licences, hosting, upgrades
- ☐ Integration: build, testing and changes
- ☐ Support: service levels, spares, on-site visits
- ☐ Your own people: project, training, operations
- ☐ Exit: data export and decommissioning

Cost and business case with TRACIO

- Five-year cost model for your site
- Bids compared like for like, with every assumption stated
- Business case finance can sign

The questions are the easy part. Knowing which answers are good enough for your site, and what a weak one will cost later, is where an independent review pays for itself. We don't sell hardware or take supplier commissions.

Book a free 30-minute scoping call: tracio.com/contact · More: tracio.com/services/consulting