

## SLT Return on Investment Calculator Guidelines

### Instructions for using the Ellex SLT ROI Calculator Worksheet:

1. When using the ROI calculator worksheet for the first time, set the Macro security in Excel to medium, as follows:
  - a. Start up Excel
  - b. Go to Tools, then Macro and select 'Security'
  - c. In 'Security Level' settings select Medium, then OK
2. Start up the Ellex SLT ROI Calculator worksheet and click Enable Macros.
3. Select 'Input New Data' to start entering the figures to be calculated.
4. The input screen will allow you to enter details of the physician and hospital/clinic.
5. Select the desired Product and Purchase Method.
6. Enter the selling price of the laser in Cost of Laser.
7. Enter any costs for extended warranty that you may wish to offer the doctor – if there is none, enter 0 or leave blank.
8. If Lease method has been selected, the leasing entry fields are activated for you to enter the interest rate, term of lease and the % of residual the doctor may choose to take (residual is the amount the doctor needs to be pay at the end of the leasing period to be able to own the equipment outright).
9. Enter the amount of reimbursement for an SLT procedure per eye. If no reimbursement exists, enter the fee schedule.
10. If the Tango product was selected, entry fields for reimbursement/fee schedule are activated for you to enter the amount for a posterior capsulotomy and iridotomy procedure per eye.
11. Enter the number of eyes treated per week for SLT and posterior capsulotomy/iridotomy (Tango only) procedures.
12. Click OK once everything is completed to calculate the values entered. If you wish to start with a fresh set of data, click the Clear Form button to reset the entry fields to zero or no value.
13. The Results page provides you with total revenue, lease costs and net revenue over a week, month and year. It also shows the total outlay required for purchasing the laser. The payback period or breakeven point is indicated in number of months.
14. If incorrect information has been entered, it can be rectified by clicking on the Edit Data button. The input screen will again show up for you to make the necessary correction or changes.
15. The Results page can be saved as an .xls file or printed for customer's reference.

