



**LIFE CYCLE MAINTENANCE COSTS
FOR VEHICLE BARRIER SYSTEMS**
INSIST ON THE TOTAL COST BEFORE YOU BUY

Robotic Security Systems Inc (RSSI) designs, manufactures, and supports its products with YOU, the end user in mind. Our barriers are designed to make installation hassle free (one barrier can be installed in one day); they are simple to operate, easy to maintain, and the follow-on operational and maintenance costs are just a fraction of what you will pay for barriers on the market.

Agencies everywhere are being squeezed by shrinking budgets for force protection/homeland security projects. The last thing you need is unexpected repairs and maintenance costs, or unforeseen downtime reducing your operating budget. Taxpayers expect you to give them the most bang for their buck and you can't do that without taking into account the total costs of operating the equipment over its entire life cycle.

Life Cycle Costing evaluates the operating expenses of a barrier system throughout its working life. Life Cycle Costing considers all the costs of operating a vehicle barrier system, not just the initial purchase price and installation costs. When all the true costs are established the same for each barrier system and then analyzed, the results can be surprising. Apparent savings can turn out not to be savings at all.

More and more agencies are applying Life Cycle Costing in the bidding process. It consists of analyzing bids in terms of total cost, rather than initial purchase price. It's a surprisingly simple process.

STEPS IN ESTABLISHING LIFE CYCLE COSTING DATA

1. **BARRIER & EQUIPMENT**: Begin with establishing a baseline of the type of barrier system needed in terms of DOS rating, size of opening to be protected, and any ancillary equipment (e.g., traffic lights, traffic arms, heating systems, battery back-up requirements). Finally, get the shipping costs from the manufacturer to the installation site. This ensures you are comparing "*apples to apples*" when you look at the base pricing.
2. **INSTALLATION**: Establish the scope of work for installation of the barrier system. Again this ensures there are no tasks inadvertently omitted that could cost you additional funding during installation.
3. **INITIAL PURCHASE PRICE**: Adding the equipment costs in item 1 with the installation costs in item 2 gives you an initial purchase price.
4. **PREVENTIVE MAINTENANCE COSTS**: Next you have to establish the recurring routine/preventive maintenance costs (material/labor). Add the guaranteed repair cost over the life of the equipment.
5. **RECURRING MAINTENANCE COSTS**: Then you establish a scheduled/recurring maintenance cost over the same period.
6. **TOTAL LIFE CYCLE MAINTENANCE COST**: Now, you have the data to compile a Total Life Cycle Cost for the vehicle barrier system that can be analyzed and compared to other barrier systems.

Contact us at (850) 871-9300 or by email at rssi@knology.net to request Life Cycle Maintenance Costs for our products