

QUANTUM Cost per Card Analysis

Why is Quantum the most suitable product to issue medium to large volume of cards?

Since the Quantum has no direct competition, we defined two competitive products to be compared:

- Basic dual-sided printer Zebra P420i
- 'Sophisticated' printer Datacard Magna Duplex

	in EUR		
	Evolis Quantum	Zebra P420i	Datacard Magna Duplex
Printer cost	7 200	3 495	5 865
Monochrome Black cost / card	0,0088	0,0120	0,0167
Mono - Operator cost / card	0,0005	0,0061	0,0062

Updated in May 2005

Comparison includes:

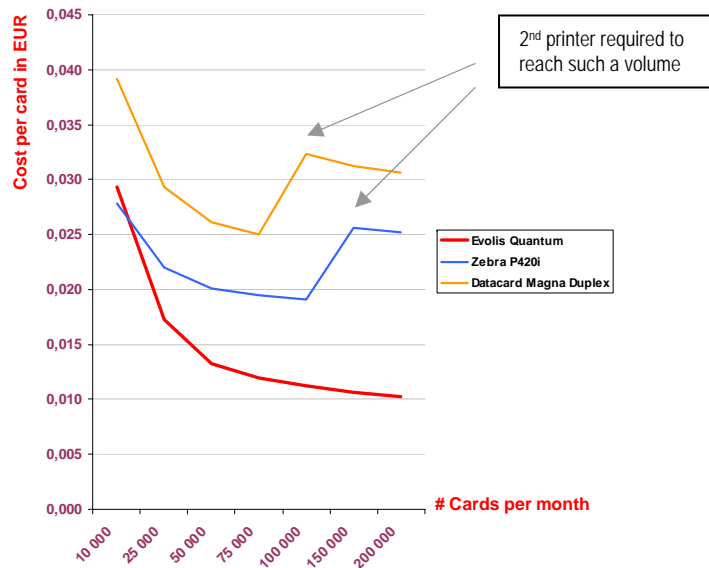
- Print speed (cards/hour)
- Down-time due to ribbon change, card feed, cleaning cycles
- Operator costs generated by related card volume issuance on each printer (European wages cost)
- Printer cost (amortized on a 36 months basis) and Ribbon cost

	in EUR		
	Evolis Quantum	Zebra P420i	Datacard Magna Duplex
Printer cost	7 200	3 495	5 865
Colour YMCKO ribbon cost / card	0,2800	0,3182	0,3741
Colour - Operator cost / card	0,0007	0,0540	0,0400

Updated in May 2005

Monochrome - Cost per Card

Based on a 36 months Business Case



Colour YMCKO full - Cost per Card

Based on a 36 months Business Case

