

LED screens in Melbourne Town Hall - Permanent vs By Event Installation

All Excl GST unless noted

Option 1 - Temporary Install Typical Screen Hire			
Current cost	Each	Number	Total
Hire \$/screen	\$5,370	2	\$10,740
Labour	\$4,530	2	\$9,060
Total	per event		\$19,800

External Equipment Hire
Bump in/Bump out

Current cost passed onto Clients

Permanent Installation Capital Cost	
Led Screens	\$95,286.00
Rigging/Equipment/controls	\$32,472
Labour	\$14,400
Total	\$142,158

Option 2 - Permanent Install Typical screen hire			
Commercial Client			
Hire \$/screen	\$2,000	2	\$4,000
Labour	Included		\$0
Total Hire Cost			\$4,000
Client saving	per event		\$15,800

Internal Equipment Hire

Client cost reduction p.a. - Commercial			
Events p.a.	Number p.a.	Saving per event	Savings p.a.
Existing	35	\$15,800	\$553,000
New	25	\$15,800	\$395,000
Total	60		\$948,000

Community Group			
Hire \$/screen	\$1,000	2	\$2,000
Labour	Included		\$0
Total Hire Cost			\$2,000
Client saving	per event		\$17,800

Internal Equipment Hire - 50% discount

Client cost reduction p.a. - Community			
Events p.a.	Number p.a.	Saving per event	Savings p.a.
Existing	15	\$17,800	\$267,000
New	10	\$17,800	\$178,000
Total	25		\$445,000

Permanent Screens vs Temp Screens Client cost reduction p.a. - Total			
Events p.a.	Number p.a.	Average Saving per event	Savings p.a.
Total	85	\$16,388	\$1,393,000

Notes

Labour costs for general AV services have not been included (they are the same for all event types)

Labour costs for rigging & de-rigging of the screens (in the temporary scenario) have been included

The equipment costs only refer to the screen costs (Temp or permanent)