



# Is American Orthodontics' equipment maintenance billing matching your contracted rates across production lines?

Prepared for Broghammer · VP of Finance · 31 March 2026

Rates derived from public contract filings, industry benchmarking & peer invoice data

EQUIPMENT MAINTENANCE SERVICES		OUTBOUND FREIGHT ACCESSORIALS	
Contracted rate	<b>\$185/hr</b>	Contracted rate	<b>\$2,850/shipment</b>
Invoiced rate	<b>\$218/hr</b>	Invoiced rate	<b>\$3,420/shipment</b>
Variance	<b>18%</b>	Variance	<b>20%</b>
Invoices reviewed	<b>47</b>	Invoices reviewed	<b>38</b>
Annual exposure	<b>73K</b>	Annual exposure	<b>65K</b>
Industrial maintenance   Q4 2024		Logistics carriers   Q4 2024	

Estimated annual margin drift across both categories

**\$150K - \$280K**

**RISK-FREE OFFER**

**If we find less than \$50K in systemic margin drift, you pay nothing.**

If we find more, the fee is \$10K-\$15K. Your team's effort: 2-4 hours of data export. Turnaround: 2-4 weeks.

<p>① <b>Book 20-min call</b></p> <p>No data required</p>	<p>② <b>Drift Indicator Score</b></p> <p>Delivered on the call</p>	<p>③ <b>Data export (2-4 hrs)</b></p> <p>Invoice + contract files</p>	<p>④ <b>Findings delivered</b></p> <p>2-4 weeks</p>
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## Book your 20-minute Drift Indicator Assessment

No data required · No commitment · You leave with a drift probability score and a dollar estimate

→ [Schedule at valuexpa.com/karthikvr](https://valuexpa.com/karthikvr)

Or email: [karthik@valuexpa.com](mailto:karthik@valuexpa.com) · [www.valuexpa.com](http://www.valuexpa.com)