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**Please Note that the Names, locations and numbers in this Report are all fictional**

Deal Support Guy

# **New ROI Benefit Summary Report Sample Analysis**

*March 12, 2013*

**Prepared for :**  
**Sample Company Testing**

**Sample Company Testing Address**

**Phone Number**

**Web Site**

**E-mail address**

**Prepared by**  
**Shubhanjan Saha**

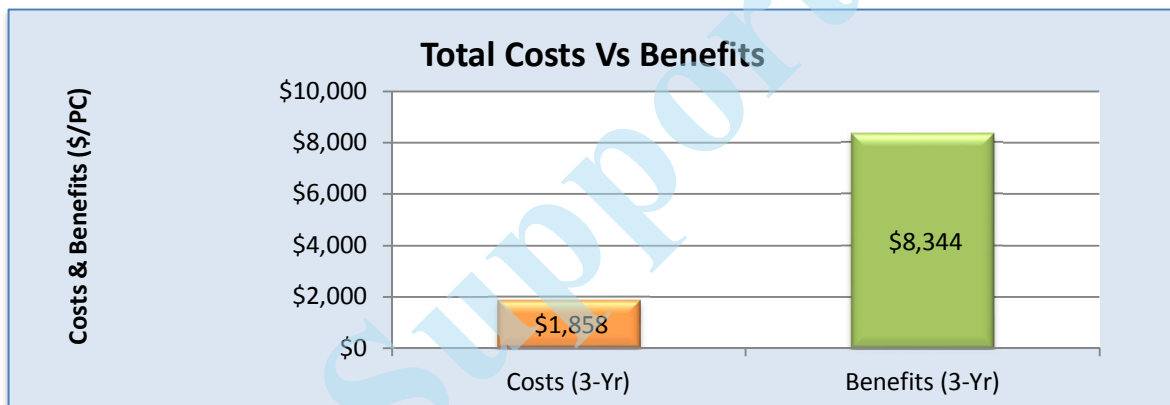
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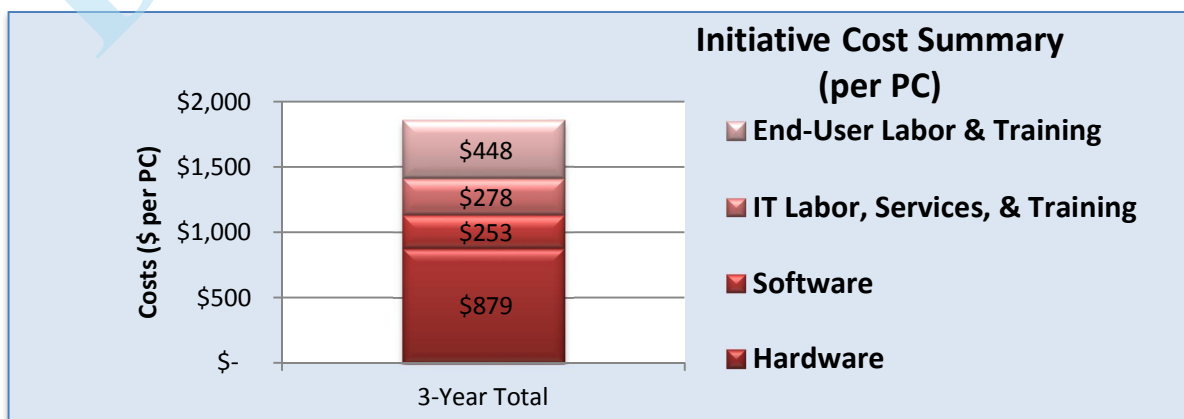
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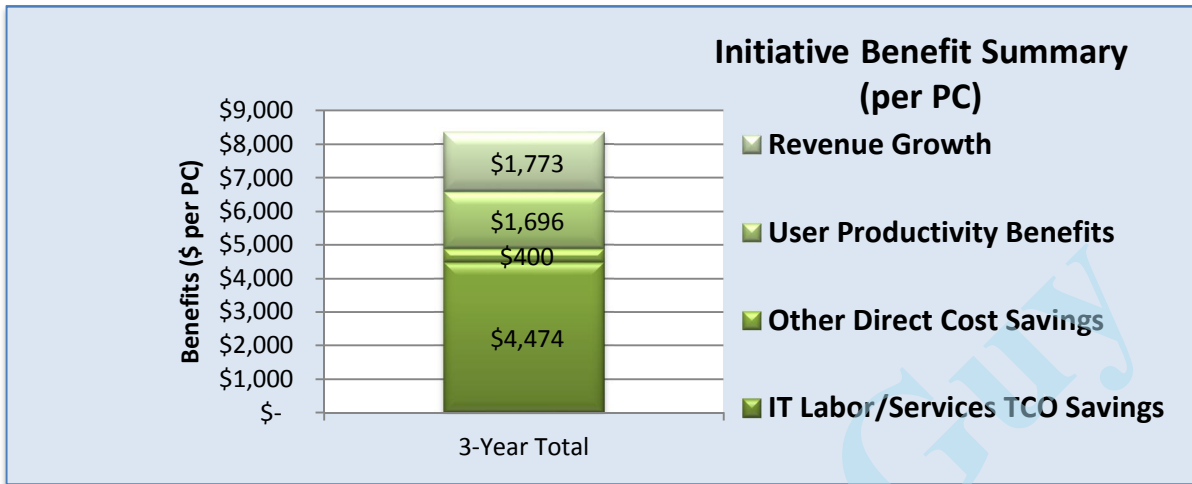
## ROI SUMMARY

	Per PC	Organization Total (\$000)
Costs (3-Yr)	\$1,858	\$15,510
Benefits (3-Yr)	\$8,344	\$69,674
Net Benefits	\$6,487	\$54,164
NPV (Net Present Value)	\$5,162	\$43,101
ROI (Return on Investment) - [Total Net Benefits / Total Costs]	349%	
IRR (Internal Rate of Return)	197%	
Payback Period	6 Months	
Number of PCs	8350	



	Costs & Benefits (\$ per PC)			Costs & Benefits (\$000)		
	One-Time	Annual On-Going	3-Year Total	One-Time	Annual On-Going	3-Year Total
Costs	\$1,334	\$174	\$1,858	\$11,142	\$1,456	\$15,510
Benefits	\$75	\$2,756	\$8,344	\$628	\$23,016	\$69,674





## COST SUMMARY

	Costs (\$ per PC)			Costs (\$000)		
	One-Time	Annual On-Going	3-Year Total	One-Time	Annual On-Going	3-Year Total
Hardware	\$606	\$91	\$879	\$5,060	\$759	\$7,337
Software	\$150	\$34	\$253	\$1,250	\$287	\$2,112
IT Labor, Services, & Training	\$225	\$18	\$278	\$1,876	\$149	\$2,324
End-User Labor & Training	\$354	\$31	\$448	\$2,956	\$260	\$3,737
<b>Total</b>	<b>\$1,334</b>	<b>\$174</b>	<b>\$1,858</b>	<b>\$11,142</b>	<b>\$1,456</b>	<b>\$15,510</b>

## BENEFIT SUMMARY

	Benefits (\$ per PC)			Benefits (\$000)		
	One-Time	Annual On-Going	3-Year Total	One-Time	Annual On-Going	3-Year Total
IT Labor / Services TCO Savings		\$1,491	\$4,474		\$12,454	\$37,361
Other Direct Cost Savings	\$75	\$108	\$400	\$628	\$905	\$3,342
User Productivity Benefits		\$565	\$1,696		\$4,721	\$14,162
Revenue Growth		\$591	\$1,773		\$4,936	\$14,809
<b>Total</b>	<b>\$75</b>	<b>\$2,756</b>	<b>\$8,344</b>	<b>\$628</b>	<b>\$23,016</b>	<b>\$69,674</b>

### Benefit Sub Categories

<b>IT Labor / Services TCO Savings</b>		\$1,491	\$4,474		\$12,454	\$37,361
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### Other Direct Cost Savings

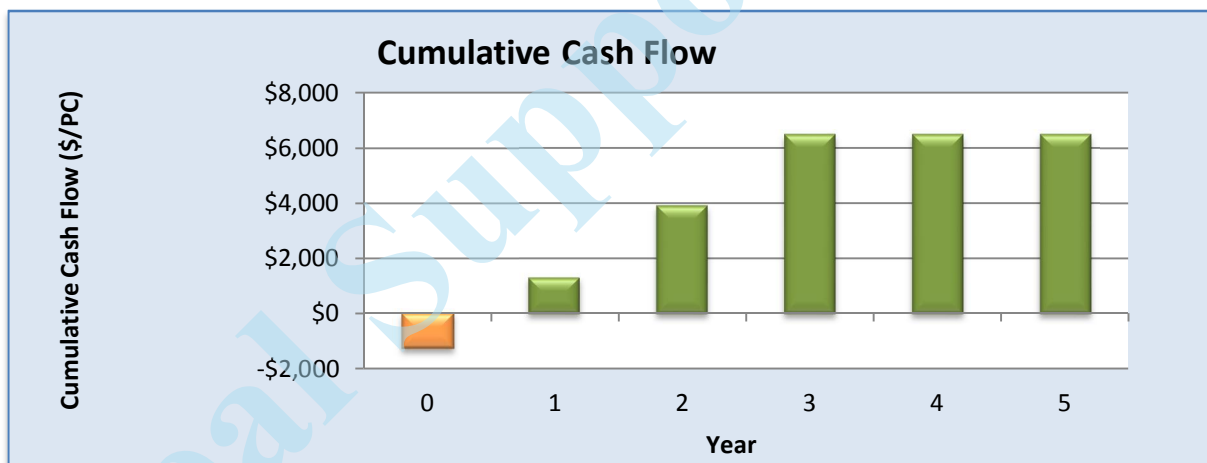
IT Savings	\$75	\$94	\$356	\$628	\$782	\$2,974
Business Savings		\$15	\$44		\$123	\$369
<b>Total</b>	<b>\$75</b>	<b>\$108</b>	<b>\$400</b>	<b>\$628</b>	<b>\$905</b>	<b>\$3,342</b>

### User Productivity Benefits

Individual Computing		\$283	\$849		\$2,364	\$7,093
Collaborative Computing						
PC Systems Management		\$282	\$847		\$2,357	\$7,070
<b>Total</b>		<b>\$565</b>	<b>\$1,696</b>		<b>\$4,721</b>	<b>\$14,162</b>
<b>Revenue Growth</b>		\$591	\$1,773		\$4,936	\$14,809
<b>Total</b>	<b>\$75</b>	<b>\$2,756</b>	<b>\$8,344</b>	<b>\$628</b>	<b>\$23,016</b>	<b>\$69,674</b>

## CASH FLOW

	Initial	Year 1	Year 2	Year 3	Year 4	Year 5	Total	NPV
Costs	\$1,334	\$174	\$174	\$174			\$1,858	\$1,768
Benefits	\$75	\$2,756	\$2,756	\$2,756			\$8,344	\$6,930
Net Benefits	<b>\$(1,259)</b>	<b>\$2,582</b>	<b>\$2,582</b>	<b>\$2,582</b>			<b>\$6,487</b>	<b>\$5,162</b>
Cumulative Cash Flow	<b>\$(1,259)</b>	<b>\$1,323</b>	<b>\$3,905</b>	<b>\$6,487</b>	<b>\$6,487</b>	<b>\$6,487</b>		
Payback Period (Months)	<b>6</b>							



Cost / Benefit Category	Costs (\$ per PC)			Costs (\$000)		
	One-Time	Annual On-Going	3-Year Total	One-Time	Annual On-Going	3-Year Total

### Hardware

Client Hardware	\$600	\$ 90	\$870	\$5,010	\$752	\$7,265
Server Hardware	\$ 6	\$1	\$ 9	\$50	\$8	\$ 73
<b>Total</b>	<b>\$606</b>	<b>\$91</b>	<b>\$879</b>	<b>\$5,060</b>	<b>\$759</b>	<b>\$7,337</b>

### Software

Client Software	\$143	\$33	\$242	\$1,194	\$275	\$2,018
Server Software	\$ 7	\$2	\$11	\$56	\$ 13	\$ 94
<b>Total</b>	<b>\$150</b>	<b>\$34</b>	<b>\$253</b>	<b>\$1,250</b>	<b>\$287</b>	<b>\$2,112</b>

### IT Labor, Services, & Training

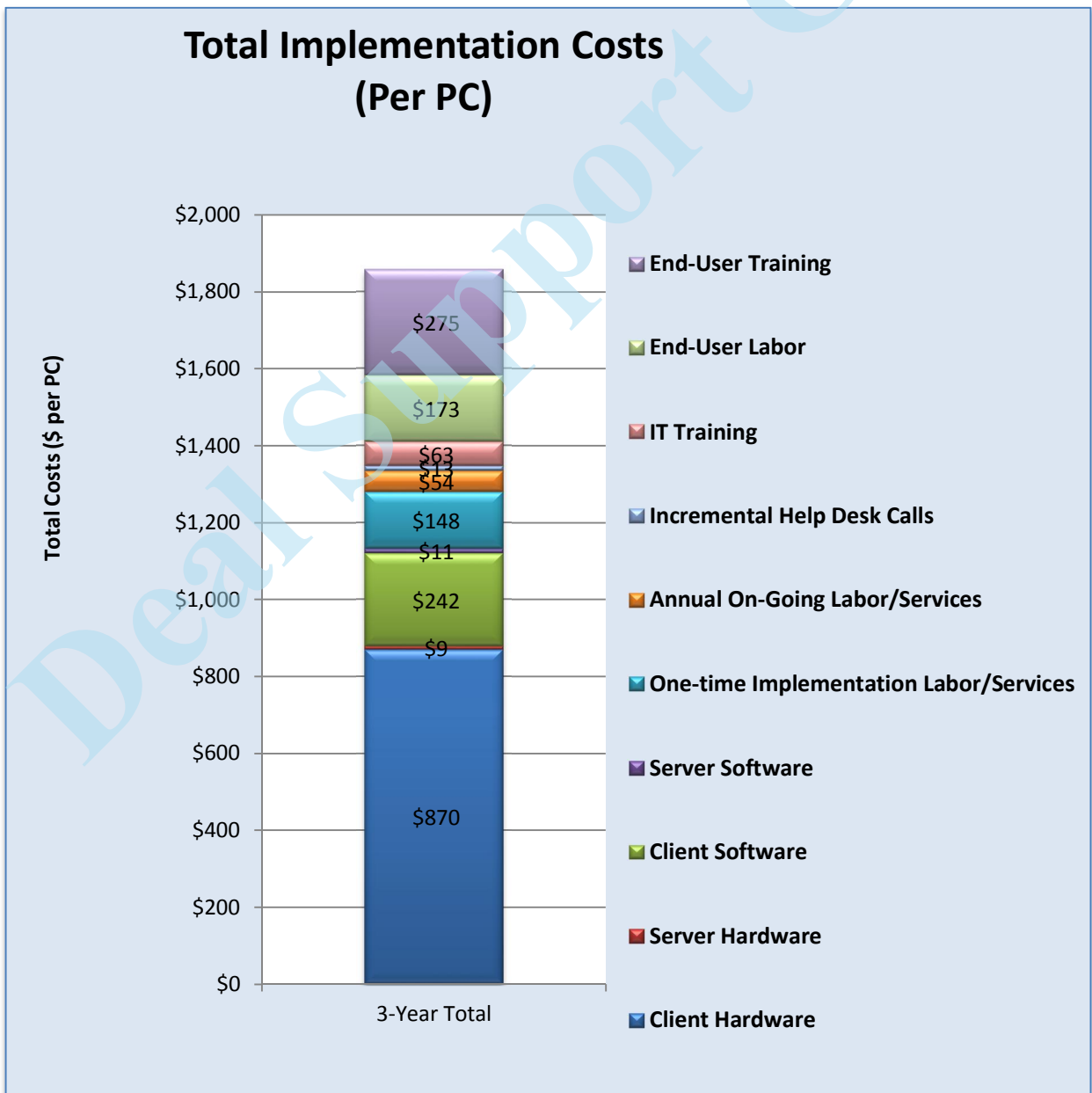
One-time Implementation Labor /Services	\$148		\$148	\$1,237		\$1,237
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Annual On-Going Labor/Services		\$18	\$54		\$149	\$448
Incremental Help Desk Calls	\$13		\$13	\$112		\$112
IT Training	\$63		\$63	\$527		\$527
<b>Total</b>	<b>\$225</b>	<b>\$18</b>	<b>\$278</b>	<b>\$1,876</b>	<b>\$149</b>	<b>\$2,324</b>

### End-User Labor & Training

End-User Labor	\$79	\$31	\$173	\$661	\$260	\$1,442
End-User Training	\$275		\$275	\$2,295		\$2,295
<b>Total</b>	<b>\$354</b>	<b>\$31</b>	<b>\$448</b>	<b>\$2,956</b>	<b>\$260</b>	<b>\$3,737</b>

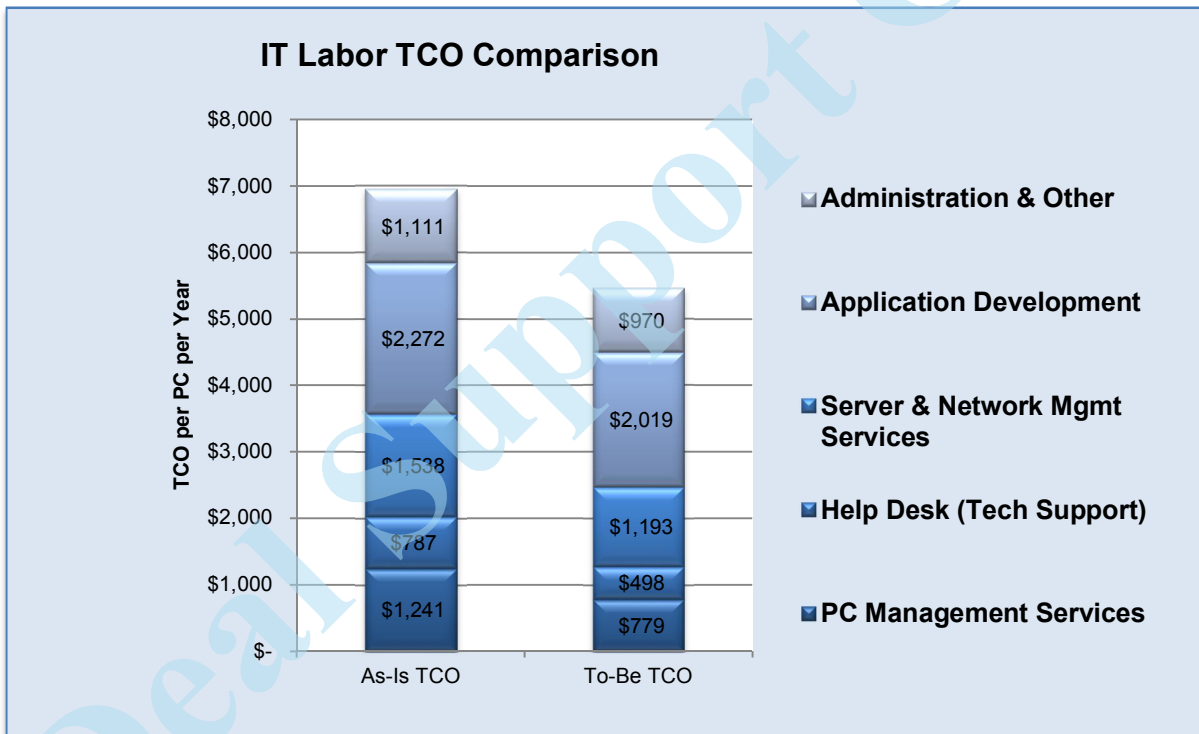
<b>Total Costs</b>	<b>\$1,334</b>	<b>\$174</b>	<b>\$1,858</b>	<b>\$11,142</b>	<b>\$1,456</b>	<b>\$15,510</b>
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## BENEFIT DETAILS

## 1. IT Labor/Services TCO Savings

	Benefits (\$ per PC)			Benefits (\$000)		
	One-Time	Annual On-Going	3-Year Total	One-Time	Annual On-Going	3-Year Total
PC Management Services		\$463	\$1,388		\$ 3,862	\$11,586
Help Desk (Tech Support)		\$289	\$868		\$2,415	\$7,246
Server & Network Mgmt Services		\$345	\$1,034		\$2,877	\$8,631
Application Development		\$254	\$761		\$2,117	\$6,352
Administration & Other		\$142	\$425		\$1,182	\$3,546
<b>Total</b>		<b>\$1,491</b>	<b>\$4,474</b>		<b>\$12,454</b>	<b>\$37,361</b>



## 2. Other Direct Cost Savings

	Benefits (\$ per PC)			Benefits (\$000)		
	One-Time	Annual On-Going	3-Year Total	One-Time	Annual On-Going	3-Year Total

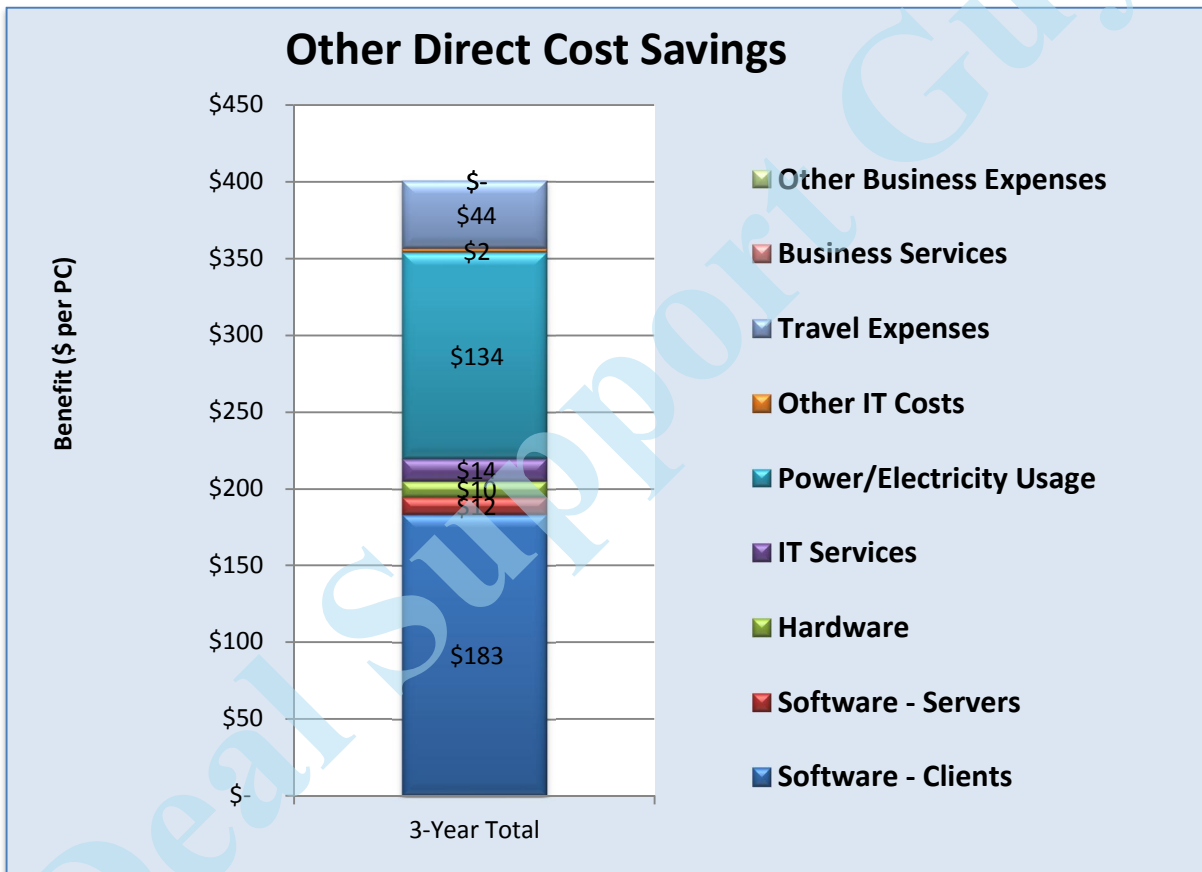
### IT Savings

Software - Clients	\$60	\$41	\$183	\$501	\$342	\$1,528
Software - Servers	\$8	\$1	\$12	\$66	\$10	\$96
Hardware	\$7	\$1	\$10	\$60	\$9	\$87
IT Services		\$5	\$14		\$40	\$120
Power/Electricity Usage		\$45	\$134		\$374	\$1,122
Other IT Costs		\$1	\$ 2		\$7	\$20
<b>Total</b>	<b>\$75</b>	<b>\$94</b>	<b>\$356</b>	<b>\$628</b>	<b>\$782</b>	<b>\$2,974</b>

### Business Savings

Travel Expenses		\$15	\$44		\$123	\$369
Business Services						
Other Business Expenses						
<b>Total</b>		<b>\$15</b>	<b>\$44</b>		<b>\$123</b>	<b>\$369</b>

<b>Total Other Direct Cost Savings</b>	<b>\$75</b>	<b>\$108</b>	<b>\$400</b>	<b>\$628</b>	<b>\$905</b>	<b>\$3,342</b>
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### 3. User Productivity Benefits

Benefits (\$ per PC)			Benefits (\$000)		
One-Time	Annual On-Going	3-Year Total	One-Time	Annual On-Going	3-Year Total

#### Individual Computing

Document Creation		\$47	\$142		\$395	\$1,184
Data & Information Access/Analysis		\$65	\$194		\$540	\$1,621
Email, Calendar, Contact, & Task Mgmt						
LOB Application-Related Activities		\$171	\$514		1,429	\$4,288
Other						
<b>Total</b>		<b>\$283</b>	<b>\$849</b>		<b>\$2,364</b>	<b>\$7,093</b>

#### Collaborative Computing

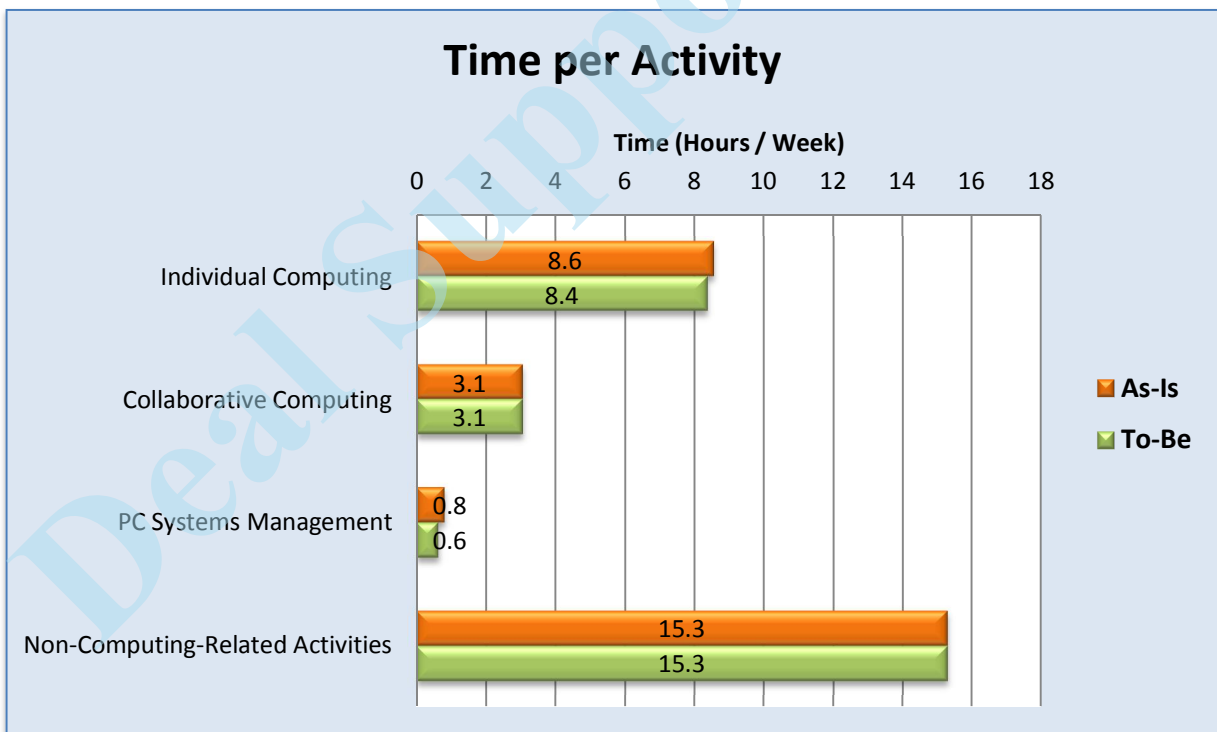


Document Collaboration						
Workflow (routing)						
Coordination / Project Mgmt						
Other						
<b>Total</b>						

### PC Systems Management

Support, Self-Help, & Learning		\$67	\$200		\$557	\$1,672
Performance		\$126	\$378		\$1,052	\$3,157
Mobility & Remote Connectivity		\$20	\$60		\$166	\$498
Security & Privacy		\$33	\$99		\$274	\$823
System UI Navigation		\$15	\$46		\$128	\$384
Availability & Reliability		\$21	\$64		\$179	\$536
<b>Total</b>		<b>\$282</b>	<b>\$847</b>		<b>\$2,357</b>	<b>\$7,070</b>

<b>Total User Productivity Benefits</b>		<b>\$408</b>	<b>\$1,225</b>		<b>\$3,409</b>	<b>\$10,227</b>
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## 4. Revenue Growth

	Benefits (\$ per PC)			Benefits (\$000)		
	One-Time	Annual On-Going	3-Year Total	One-Time	Annual On-Going	3-Year Total
Improved Sales Effectiveness		\$443	\$1,330		\$3,702	\$11,106
Improved Marketing Effectiveness						

Improved Customer Service		\$148	\$443		\$1,234	\$3,702
New/Expanded Channels/Geographies						
New/Enhanced Products/Services						
Improved Product Availability (fill rate, up-time)						
Other						
<b>Total</b>		<b>\$591</b>	<b>\$1,773</b>		<b>\$4,936</b>	<b>\$14,809</b>

