

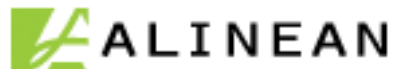
Enterprise Portal

Mai, 2011

**Prepared For:
Company ABC**

**Prepared By:
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LRWA**

Third party model, methodology and data provided by:



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1. Project Overview

This ROI Analysis was created specifically for Company ABC, with research and analysis completed in Mai, 2011.

Improving the locating, display, and reporting of key business information, resources and performance information via enterprise portals, including portal consolidation, single-sign on, enhanced search, on-line document enablement, reduced development and content management time and on-line collaboration.

Several project team members from Company ABC participated in the analysis, including:

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The results in this report were created from the Company ABC own profile and opportunity metrics (specifically provided by the team) and industry research metrics and financial calculations contained in the Alinean ROI Analyst™ software, an independent financial modeling tool and model developed by worldwide leading and independent analyst firm IDC (<http://www.idc.com>) and ROI consultancy Alinean, The IT Value Experts (<http://www.alinean.com>).

2. Executive Summary

A risk adjusted analysis of the proposed solution's impact was conducted and it was projected that implementing the proposed solutions resulted in 942.006€ of 3 year cumulative benefits. Of these projected benefits, 942.006€ are direct (hard) benefits and 0€ are indirect (soft) benefits.

Top cumulative benefits for the project include:

- Improve the Productivity of Project and Workgroup Collaboration - 364.188€
- Searches for Information - Customer Relationship Management - 217.787€
- Searches for Information - Human Resource Management - 136.113€
- Searches for Information - Other Technical or Business Information - 108.892€
- Reduce Portal Related Help Desk Support Calls and Costs - 50.320€
- Portal and Content Management Productivity Benefits - 42.729€
- Searches for Information - Financial Management - 21.777€
- Distribution and Printing Savings - 199€

These benefits can be grouped regarding business impact as:

- 93.049€ in IT cost reductions
- 848.957€ in business operating efficiency improvements

The proposed project is expected to help the company meet the following goals and drive the following benefits:

- Reduce Information Management Costs 848.957€
- Reduce IT Costs 93.049€

The proposed project is expected to deliver the following benefits to specified stakeholders:

- Project Management Director 364.188€
- Sales Manager / Director 217.787€
- IT Director 151.621€
- Human Resource Manager / Director 136.312€
- Help Desk Manager 50.320€
- Finance Manager 21.777€

To implement the proposed project will require a 3 year cumulative investment of 360.101€ including:

- 92.500€ in initial expenses
- 12.500€ in capital expenditures
- 347.601€ in operating expenditures

ROI Analyst™

Comparing the costs and benefits of the proposed project using discounted cash flow analysis and factoring in a risk-adjusted discount rate of 9,5%, the proposed business case predicts:

- Risk Adjusted Return on Investment (RA ROI) of 144%
- Return on Investment (ROI) of 162%
- Net Present Value (NPV) savings of 464.655€
- Internal Rate of Return (IRR) of 201%
- Payback period of 7.0 month(s)

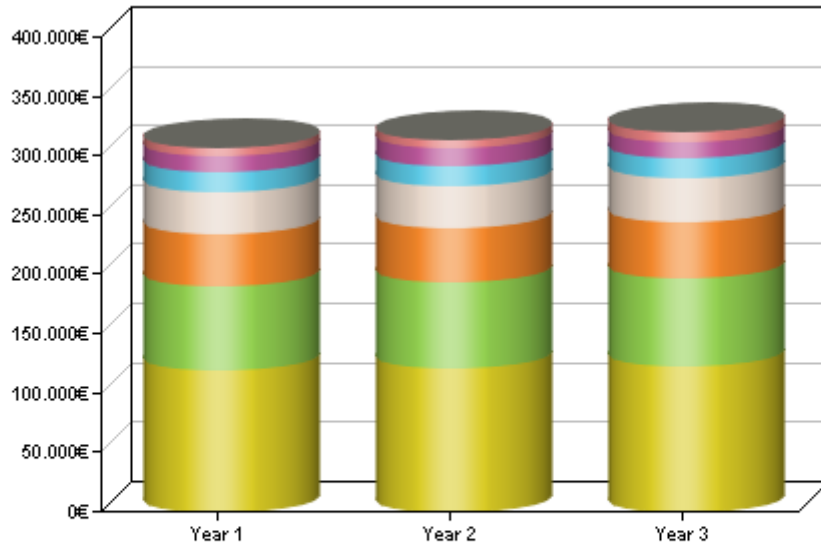
Note: The project has been risk-adjusted for an overall deployment schedule of 0 months, realized benefits to include 100,0% of direct benefits and 10,0% of indirect benefits and a deployment schedule (adoption curve) of 100,0%, 100,0%, and 100,0% over each successive year of the analysis.

3. Benefit Summary

The proposed solution is expected to deliver 942.006€ over the 3 year analysis period, with 942.006€ in direct (hard) benefits, and 0€ in indirect (soft) benefits.

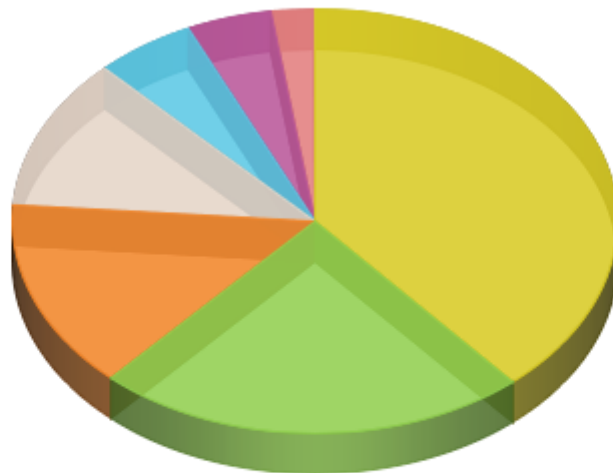
Benefits Summary	Year 1	Year 2	Year 3	Total
Total Benefits	307.807€	313.960€	320.239€	942.006€
IT Cost Reductions				
Reduce Portal Related Help Desk Support Calls and Costs	16.443€	16.771€	17.106€	50.320€
Portal and Content Management Productivity Benefits	13.962€	14.241€	14.526€	42.729€
Total IT Cost Reductions	30.405€	31.012€	31.632€	93.049€
Business Operating Efficiency				
Improve the Productivity of Project and Workgroup Collaboration	119.000€	121.380€	123.808€	364.188€
Searches for Information - Customer Relationship Management	71.163€	72.586€	74.038€	217.787€
Searches for Information - Human Resource Management	44.476€	45.365€	46.273€	136.113€
Searches for Information - Other Technical or Business Information	35.581€	36.293€	37.018€	108.892€
Searches for Information - Financial Management	7.116€	7.258€	7.403€	21.777€
Distribution and Printing Savings	66€	66€	66€	199€
Total Business Operating Efficiency	277.402€	282.948€	288.606€	848.957€
Business Strategic Advantage				
Improve Business Decision Making and Timeliness (indirect)	0€	0€	0€	0€
Total Business Strategic Advantage	0€	0€	0€	0€
Direct Benefits	307.807€	313.960€	320.239€	942.006€
Indirect Benefits	0€	0€	0€	0€

Benefits



- Improve the Productivity of Project and Workgroup Collaboration
- Searches for Information - Customer Relationship Management
- Searches for Information - Human Resource Management
- Searches for Information - Other Technical or Business Information
- Reduce Portal Related Help Desk Support Calls and Costs
- Portal and Content Management Productivity Benefits
- Searches for Information - Financial Management
- Distribution and Printing Savings
- Improve Business Decision Making and Timeliness

Top Benefits



- Improve the Productivity of Project and Workgroup Collaboration [38,7%]
- Searches for Information - Customer Relationship Management [23,1%]
- Searches for Information - Human Resource Management [14,4%]
- Searches for Information - Other Technical or Business Information [11,6%]
- Reduce Portal Related Help Desk Support Calls and Costs [5,3%]
- Portal and Content Management Productivity Benefits [4,5%]
- Searches for Information - Financial Management [2,3%]
- Distribution and Printing Savings [0,0%]

Benefits By Category



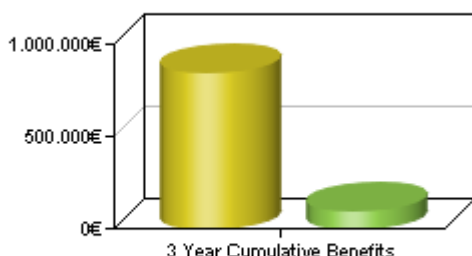
IT Cost Reduction [9,9%]
Business Operating Efficiency [90,1%]

Direct vs Indirect Benefits



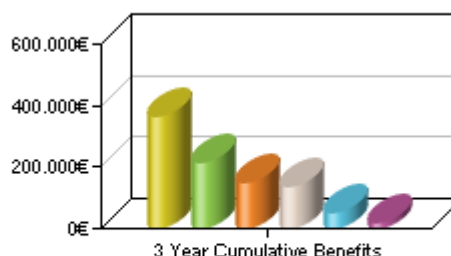
Direct [100,0%]

Benefits By Goal



Reduce Information Management Costs
Reduce IT Costs

Benefits By Stakeholder



Project Management Director
Sales Manager / Director
IT Director
Human Resource Manager / Director
Help Desk Manager
Finance Manager

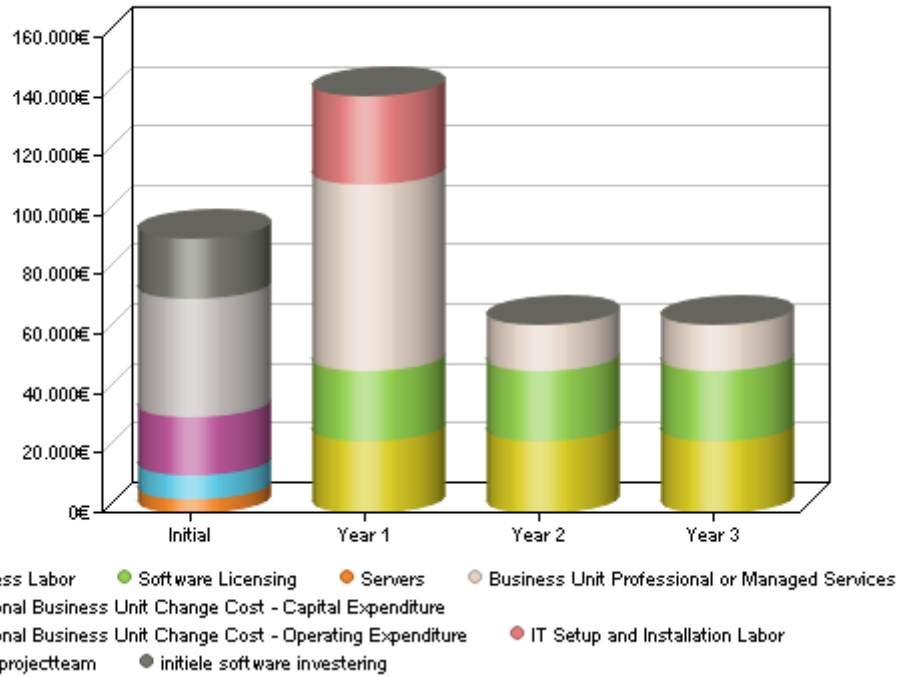
4. Investment Summary

To implement the proposed project will require a 3 year cumulative investment of 360.101€ including:

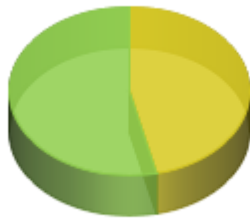
- 92.500€ in initial expenses
- 12.500€ in capital expenditures
- 347.601€ in operating expenditures

Investment Summary	Initial	Year 1	Year 2	Year 3	Total
Total Investment	92.500€	140.401€	63.600€	63.600€	360.101€
Capital Investment					
Additional Business Unit Change Cost - Capital Expenditure (BU)	7.500€	0€	0€	0€	7.500€
Servers (IT)	5.000€	0€	0€	0€	5.000€
Total Capital Investment	12.500€	0€	0€	0€	12.500€
Operating Investment					
Business Unit Professional or Managed Services (BU)	0€	62.400€	15.600€	15.600€	93.600€
Business Labor (BU)	0€	24.001€	24.001€	24.001€	72.002€
Software Licensing (IT)	0€	24.000€	24.000€	24.000€	72.000€
intern projectteam (IT)	40.000€	0€	0€	0€	40.000€
IT Setup and Installation Labor (IT)	0€	30.000€	0€	0€	30.000€
initiele software investering (IT)	20.000€	0€	0€	0€	20.000€
Additional Business Unit Change Cost - Operating Expenditure (BU)	20.000€	0€	0€	0€	20.000€
Total Operating Investment	80.000€	140.401€	63.600€	63.600€	347.601€

Investment



Investment By Category



IT Costs [46,4%] BU Costs [53,6%]

Investment by Expense Type



Capital Expenditure [3,5%]
Operating Expenditure [96,5%]

5. ROI Analysis

Analyzing the opportunity, and applying the proposed solution, the cash flow and key financial metrics were calculated, resulting in a:

- Risk Adjusted Return on Investment (RA ROI) of 144%
- Return on Investment (ROI) of 162%
- Net Present Value (NPV) savings of 464.655€
- Internal Rate of Return (IRR) of 201%
- Payback period of 7.0 month(s)

ROI Analysis (Probable Case)	Initial	Year 1	Year 2	Year 3
Benefits	0€	307.807€	313.960€	320.239€
Cumulative Benefits		307.807€	621.767€	942.006€
Investment	92.500€	140.401€	63.600€	63.600€
Cumulative Investment	92.500€	232.901€	296.501€	360.101€
Cash Flow	(92.500€)	167.406€	250.360€	256.639€
Cumulative Cash Flow	(92.500€)	74.906€	325.266€	581.905€
ROI	162%			
Risk Adjusted ROI	144%			
NPV Savings	464.655€			
IRR	201%			
Payback period (including deployment period)	7 month(s)			
Risk Adjusted Discount Rate	9,5%			

