Business value review

As part of our commitment to meeting your needs, we offer a Business Value Review service which helps you measure the value you can expect to realize from our proposed solution. Engage in a face-to-face meeting with our Solution Sales Experts, who will work with you to build an ROI-based business case that is fully customized to your organizational environment.

How does it work?

Our team will discuss with you the merits of the solution under consideration and the benefits that could arise from its implementation. Each of these benefits will be valued using Return on Investment (ROI) software "live" during the meeting and all the benefits and costs will be assessed and immediately converted into an ROI-based business report.

How long does it take?

The whole process usually takes 1 to 2 hours.

What preparation is needed?

Prior to the main session, a web-based meeting will help identify and focus on the current areas of potential business improvement to be discussed during the review. The process does not need very detailed data; it can still be conducted even if some of the key data is not known at this stage. Assumptions can always be checked later.
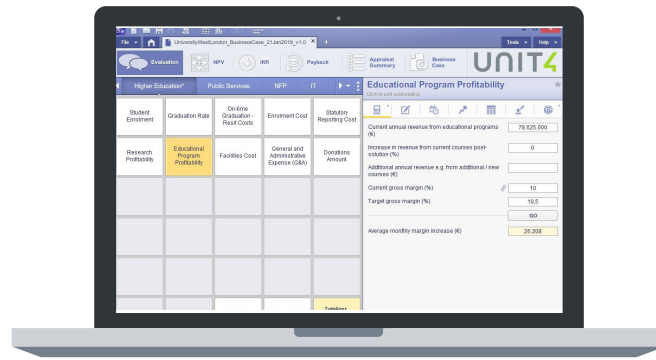
A typical list of economic arguments

What types of information should we consider?

The following is not an exhaustive list (some data may need to be estimated and can be corrected later):

1. Annual size (i.e. turnover) of the overall business or part of the business affected by the solution.

2. Minimum return rate (Discount Rate) used when evaluating capital expenditure plus period of review for the analysis (typically this might be 3 or 5 years).

3. Running costs of current systems that could be replaced.

4. Information on current business problems or issues.

5. Average annual cost and number of technical staff involved in the project.

6. Average annual cost and number of office staff, who would be using the system or would be impacted by the solution.

7. Would other areas outside normal operations be impacted?

Who should we involve?

Ideally, you would need representatives from across your organization. For example, those who will be directly impacted by the implementation of our proposed solution. However, you may be able to gather information from these individuals prior to the workshop.

Each of these key people will have their own views on how the new solution will benefit their particular department or processes; these views and opinions must be captured during the session and noted – where applicable – against the benefits agreed, in order to support the overall business case.

What will we get?

You will receive a full ROI business case, based on your input, which includes the following:

• The benefits – scaled and phased as agreed during the meeting.

• Comparison against the possible solution costs.

• 3 key ROI measures – Payback, Net Present Value, and Internal Rate of Return.

• Discounted cash flow.

Producing business cases normally can be an onerous and error-prone task. We can simplify the whole process, giving you peace of mind that your business decisions are based on achievable objectives.

Who do we need to contact to get started?

Reach out to your local sales representative(s) or simply contact us at info.group@unit4.com

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