

Beam-Report ROI analysis for COMPANY_X

This document is for information purpose only.

Purpose

The goal is to help COMPANY_X estimate the practical benefits Beam-Report could bring in its own environment. It is based only on the inputs made available by COMPANY_X and the final implementation may differ.

COMPANY_X benefits assessment results

Current solution Vs Beam-Report

Issue	Current solution	Beam-Report
Reporting process and quality of information	Too many media (emails, .doc and .ppt), missing or inconsistent information leading to delayed/wrong decisions	Structured information and easy to read, consistency across the organization
Alerts	Several alerts missed in the last 12 months	Clear and common understanding for alerts and priority levels
Weekly projects review meetings	2 hours (half the meeting is spent discovering new facts)	1 hour (facts are known, focus on decision-making)
Customers reports generation	Time-consuming, error prone	Assisted, less errors
Reports merging	Time-consuming, error prone	Assisted, less errors
Summary views	Not available except for monthly reviews	Immediate
Reports for functional managers	Not available, lack of communication leading to delays and frustration	Immediate

Time saving estimate for COMPANY_X

$$50 \text{ users} \times 0,3 \text{ hours} \times 45 \text{ weeks} = 675 \text{ hours / year}$$

$$= 40\,500\text{€ / year}$$

For comparison, the cost of 50 permanent licenses = 24 000€, which means an ROI = 7 months (provided we calculate the ROI only on the time saving, independently on other benefits).

Conclusion

Based on your current work practices of COMPANY_X and on the number of people involved in your reporting process, we expect you could see the benefits from Beam-Report after only 2 weeks, with a ROI complete after only 7 months, which is far shorter than competition. The fact that your IT department will not be available in the short term is not a blocking point as Beam-Report does not need any IT infrastructure.

1 COMPANY_X report sample

Report Sample

Header, chapter titles, information attributes, summary views etc. : everything can be customized to match your organisation's needs

Project: **BU DESIGN** week 2009-08

From: **BOB SIMUL** SIM 16/02/2009

TIM DESIGN DSG 16/02/2009

PETER MANAGO PMO 16/02/2009

MARC VALID VAL 16/02/2009

1. PROJECTS

1.1. ALPHA

- We managed to pull-in the schedule by 2 weeks thanks to good work from Canada team. Status
- Design team leader still waiting for exact global project planning Issue
 - Impact: Can't optimize design team allocation
 - Action: PMO to clarify and communicate planning before W34
- Customer might launch Phase-2 sooner than expected (Q4/05) and with larger budget. Issue
 - Impact:
 - Action: OL needs to decide asap if we bid or not

1.1.1. Simulation

- HJ will stay longer than expected in China Risk
 - Probability: 50%
 - Impact: PU team will have to complete the BU6 simulation phase, with problems possibly not detected
- Block B simulation completed, no major problems found, transmitted issues to Design team Done
- Hardware test bench failure in London Issue
 - Impact: Possible delay 4-5 days
 - Action: Brian Smith should supervise repairs

1.1.2. Design

- Design software tool installation not yet validated. Risk
 - Probability: High as the IT team still unstaffed

1.3. BETA

- Customer stopped his new phone project. Budget blocked but they asked us to continue ! Status
- TP told us BTX have heard about our problems with customer, need to make sure they will continue with us Risk Others
 - Probability: 50%
 - Impact: Jeopardize new project with BTX
- Presented our back-up plan to customer, feedback was good. Done Others
- Secured team's resources for Romania site. Done

Name	Value	Stat	Comment
Reuse ratio on design inputs	36	<input checked="" type="checkbox"/>	No problem.

Category	Reused (%)	Adapted (%)	New (%)
Target (5%)	50%	25%	25%
Initial	10	30	30
N-1	95	38	42
Current	108	31	38

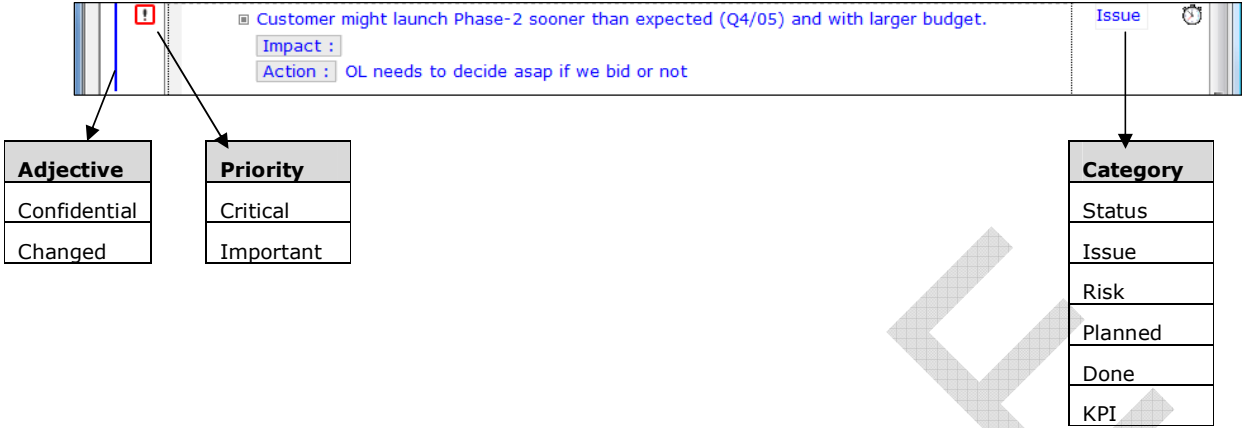
1.3.1. Validation

- Customer requests detailed visibility on our test cases. Not suitable now, given our previous experience. Issue
 - Impact: Possible delivery delay
 - Action: Should we agree yet ?
- 2 engineers from K-TP will join the team next month for 3 months Planned
- Completed preparation for ISO12080 certification, all documents ready, BP is in the loop too Done

We could simplify the existing title structure thanks to the use of the appropriate information items qualifiers. For example the "Main issues" title is now made useless thanks to the new qualifier "Issue".

For the rest of the document we kept as much as possible the existing structure used by COMPANY_X to minimize the changes for the users.

2 A better quality of information



The creation of the "Confidential" adjective provides a convenient way for COMPANY_X's PMO managers to filter the confidential information before they generate reports to their customers.

The choice of 2 priority levels answers the need expressed to be able to quickly identify information targeted to N+1 manager (important) from information targeted to N+2 managers and above (critical).

The KPI category, used for the comments and analysis of Key Performance Indicators, is represented using an array. This will allow to automatically generate the metrics dashboards requested by the Quality Manager.

3 The summary views you need

Systemam Report Sample

From: BOB SIMUL SIM 13/03/2009

Global Project STATUS

- ALPHA** ■
We managed to pull-in the schedule by 2 weeks thanks to good work from Canada te ...
- GAMMA** ■
Marketing requirements still not frozen putting at risk launch Q3-09
- BETA** ■
Customer stopped his new phone project. Budget blocked but they asked us to cont ...

Top ISSUES

- ALPHA - Validation** ! \$
FT team seems to use different certification programs
- GAMMA - Validation** ! 🔍
Big issue with power consumption much higher than expected. This should not be ...
- IMPROVEMENT ACTIONS - Power-8 Plan** ! ☐
Project ZETA PM inclusion in project's scope still unclear.

Key Performance Indicators

Name	Value	Stat	Comment
Production D4 cycle time (GAMMA)	23	■	Just on par, not sure we'll be able to sustain this value
Reuse ratio on design inputs (BETA)	36	■	No problem.

Top RISKS

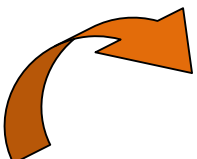
- 1.1.1. ALPHA - Simulation** ! 🔍
HJ will stay longer than expected in China
- 1.1.2. ALPHA - Design** ! 🕒
Design software tool installation not yet validated.
- 1.2.1. GAMMA - Simulation** ! 🕒
We don't manage to compensate initial delay, won't be solved unless HF is transf ...
- 1.3. BETA** ! ☐
TP told us BTX have heard about our problems with customer, need to make sure th ...

Summary	Comments
Global project status	
Top risks	Only items marked as important or critical
Top issues	Only items marked as important or critical
KPI	

Predefined filter	Comments
Public	Confidential items are hidden. This will help you generate the monthly report asked by some of your customers
Worth noted	This was asked by several managers: see quickly the important information first

As no summary views existed in the current COMPANY_X process, we chose to propose common summary views to give an idea of what could be done.

4 Enable new improvements for COMPANY_X

Improvement	Comments
Automatically prepare the monthly customer report	We automatically extract the important achievements from the previous month's reports, exclude the non relevant information, and adapt the look to customer's naming conventions.
Automatically generate reports for functional managers	<p>Functional managers don't have any more to browse all projects to get the information relevant to their activity.</p> <div style="display: flex; align-items: center; justify-content: center;"> <div style="border: 1px solid black; padding: 5px; margin-right: 20px;"> <p>Project A</p> <ul style="list-style-type: none"> -Simulation -Validation -Design <p>Project B</p> <ul style="list-style-type: none"> -Simulation -Validation -Design <p>Project C...</p> </div>  <div style="border: 1px solid black; padding: 5px; margin-left: 20px;"> <p>Simulation</p> <ul style="list-style-type: none"> -Project A -Project B -Project C <p>Validation</p> <ul style="list-style-type: none"> -Project A -Project B -Project C <p>Design...</p> </div> </div>

Switching to Beam-Report process opens new possibilities: we propose here 2 functions that could dramatically save time for some managers, and reduce the possibility of errors, especially in case of communication to customers.

