

# ROI Calculator Workbook

## How to Use This Workbook

This workbook helps you estimate the return on investment (ROI) from adopting AccuRate. Fill in the table below with your current metrics and projected improvements. Then use the formulas provided to compute your savings.

## Inputs

- Current quoting time (hours per week)
- Error rate (% of quotes requiring revision)
- Average margin per shipment (%)
- Average labour cost per hour (\$)
- Average number of quotes per week

## Calculations

1. Time saved = Current quoting time x 50%
2. Labour savings = Time saved x Labour cost per hour
3. Error reduction benefit = (Error rate x 30% reduction) x Average margin x Number of quotes
4. Total benefit = Labour savings + Error reduction benefit
5. ROI (%) = (Total benefit - Subscription cost) / Subscription cost x 100

## Example

If your team spends 20 hours per week preparing quotes at \$40 per hour and generates 50 quotes with a 10% error rate and 15% margin, switching to AccuRate could save 10 hours of labour (20 x 50%) = \$400 per week and reduce errors by 3%. On \$50,000 of weekly revenue, that's another \$750 saved. With a \$500 weekly subscription, your ROI is  $((400 + 750 - 500) / 500) \times 100 = 130\%$ .