AREA ROI Calculator

Overview

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ROI Calculator Overview & Goals
ROI Calculator Goals

The AREA ROI Calculator aims to help organisations:

- Understand the value of Enterprise AR use cases within their business
- Provide tools to inform management to support investment decisions
- Benefit from a broader view of aggregated data from across the AR ecosystem

"Captured data will help the AREA to communicate data-driven ROI info to the wider AR community"
ROI Calculator Overview

The AREA ROI Calculator is a comprehensive web-based tool:

- Available to AREA members and registrants
- Supports input of data that encompasses:
  - Potential costs saved and increased revenues
  - User, Manager, IT and Consultancy costs
  - Initial and ongoing training costs
  - AR software, hardware and supporting IT infrastructure costs
  - Multiple currencies
- Reports results in multiple formats (CSV, PDF, Excel)
  - Multi-year view of costs, ROI and NPV
- Five different datasets per user
  - To support ‘what-if’ calculations
- Starter template for new users
- Non-editable ‘demo template’ for non-registrants
General Principles

▪ Users must have an account and be logged in to the AREA portal
  ▪ Your individual data will not be shared
  ▪ Anonymised and aggregated data (across many users) may be reported later
▪ All data entered is saved ‘as you go’
  ▪ Just return to edit and continue…
▪ Complete as much as you can
  ▪ Each item **must** have an entry –
    ▪ Either find out the real answer or make an educated estimate (if unable, enter a zero)
▪ You can maintain up to five versions at a time
  ▪ Add meaningful comments when updating/saving the ROI

Navigate between topics by clicking on the headings
Getting Started
Getting Started – ROI calculator home page

ROI calculator is available here: https://thearea.org/roi-calculator-tool/

Process steps
View previous results (if any) stored against your login credentials
View a pre-filled starter example

START HERE
First page – some basics

ROI Calculator Tool

Options:
USD, RMB, EUR, GBP

Varies e.g.
US = 21%
UK = 19%

Obtain from corporate finance.

Click to complete data entry.
Entering data
Overview of workflow – first usage

1. Accept disclaimer
2. Enter basics
3. Enter Productivity improvements and cost savings
4. Enter AR solution and deployment costs
5. Enter name and description for later re-use
6. Enter ‘Submit’ (may be ‘Update’)
7. Review results
8. Export to desired format and share (optional)
Overview of sections:

Productivity improvements:
1. Due to AR solution – users
2. Productivity improvements due to AR solution – managers
3. Productivity improvements due to AR solution – others

Reduced costs:
1. Hardware & Software Costs
2. Inventory Carrying Costs

Other:
1. Increased Profits
2. Reduced Audit/Accounting Costs
3. Other Benefits
Overview of sections:

AR solution costs:
1. Software
2. Hardware

Labor costs:
1. Deployment
2. Initial training
3. Ongoing annual training
4. Ongoing management and integration

Consulting and professional services costs:
1. Deployment and training
2. Content adaptation
3. Integration
Editing existing entries

Click “VIEW PREVIOUS RESULTS” → Choose previous results from table → In Actions column, click “Edit” → Accept disclaimer and edit as before

You can easily return to previously completed forms. The system maintains up to five forms per user.

https://thearea.org/roi-calculator-tool/
Viewing the results
Viewing previous results

Click “VIEW PREVIOUS RESULTS” > Choose previous results from table > In Actions column, click “View Results” > Review or export as before

You can also go directly to: https://thearea.org/roi-calculator-results/
Viewing the results

Two sets of results available:

- Summary of annual allocations
  - Year by year costs and saving
- ROI analysis showing year by year:
  - Cash flow before/after taxes
  - NPV
  - Costs/savings
  - Depreciation schedule
- All results can be exported
  - CSV
  - Excel
  - PDF
  - Copy to clipboard
Thank you

Please provide feedback to:
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