



QUICK WINS ARE CHEAP, EASY, FAST, LOW RISK, AND WITHIN YOUR CONTROL

Direct Operating Expenses

These are direct costs such as maintenance, contract services, utilities, supplies, packaging, freight, material, equipment, etc.

How to calculate: Compare what you were spending versus what you are now spending under the new solution.

Time

The personnel time needed for a process before and after the improvement. When making processes faster, staff time can be redirected to other work. These are indirect or "soft" dollar savings.

How to calculate: Net savings in time X hourly total compensation for personnel annualized.

Revenue

If a project leads to an increase in revenue, that revenue is measured and compared to revenue dollars prior to the solution.

How to calculate: Measure net revenues after implementing the solution.