



## Financial Analysis per EnIA

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<b>Discount rate</b>	<b>8.00%</b>					
Assume the project is completed in 3 months			<b>Year</b>			
	<b>0</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>Total</b>	
Costs	<b>15,000</b>	<b>2,000</b>	<b>2,000</b>	<b>2,000</b>		
Discount factor	1.00	0.93	0.86	0.79		
<b>Discounted costs</b>	<b>15,000</b>	<b>1,860</b>	<b>1,720</b>	<b>1,580</b>	<b>20,160</b>	
Benefits	<b>0</b>	<b>8,500</b>	<b>12,500</b>	<b>18,000</b>		
Discount factor	1.00	0.93	0.86	0.79		
<b>Discounted benefits</b>	<b>0</b>	<b>7,905</b>	<b>10,750</b>	<b>14,220</b>	<b>32,875</b>	
Discounted benefits - costs	(15,000)	6,045	9,030	12,640		<b>NPV</b>
Cumulative benefits - costs	(15,000)	(8,955)	75	12,715	<b>12,715</b>	
<b>ROI</b> 	<b>63%</b>					
	<b>Payback in Year 1</b>					
<b>Assumptions</b>						
<b>Costs</b>						
<b>PM</b>	€ 5,000.00					
<b>Team Member</b>	€ 7,500.00					
<b>Other Resources</b>	€ 2,500.00					
<b>Total Costs</b>	€ 15,000.00					
<b>Benefits</b>						
<b>Year</b>	<b>1</b>		<b>2</b>		<b>3</b>	
<b>Interessati Campione di 15 aziende</b>						
<b>Vendite EnIA Standard</b>	3	€ 4,500.00	3	€ 4,500.00	4	€ 6,000.00
<b>Vendite EnIA Premium</b>	2	€ 4,000.00	4	€ 8,000.00	6	€ 12,000.00
<b>Benefits ottenuti ai vari anni</b>		<b>€ 8,500.00</b>		<b>€ 12,500.00</b>		<b>€ 18,000.00</b>