



“Can we estimate how much is being lost...?”

“Can you quantify the impact on...?”

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|---|----------------------------------|
| ✓ Increased revenues | ✓ Faster collections |
| ✓ Faster time to market | ✓ Reduced cost of goods sold |
| ✓ Decreased costs | ✓ Minimized risk |
| ✓ Improved operational efficiency | ✓ Additional revenue streams |
| ✓ Decreased employee turnover | ✓ Increased market share |
| ✓ Improved customer retention levels | ✓ Improved time-to-profitability |
| ✓ Increased competitive differentiation | ✓ Increased billable hours |
| ✓ Faster response time | ✓ Reduced cycle time |
| ✓ Decreased operational expenses | ✓ Increased inventory turns |
| ✓ Increased sales per customer | ✓ Faster sales cycles |
| ✓ Reduced cost of sales | ✓ Reduced direct labor costs |
| ✓ Improved asset utilization | ✓ Lower error rate |
| | ✓ Others: |