

WORKSHEET | COST OF FAILURE

Area of Impact	Competitor 1: Do Nothing	Competitor 2: _____	Competitor 3: _____
Financial Costs			
Financial Costs (Additional)			
Financial Costs (Additional)			
Time			
Risks			
Impact to <i>Their</i> Customers			

Area of Impact	Competitor 1: Do Nothing	Competitor 2: _____	Competitor 3: _____
Efficiency			
Safety			
Headaches / Peace of Mind Impact			
Employee Engagement			
Interruptions (Operational, Other)			
Other			
Other			