Kardinal

Customer 1

Assumptions
ROI

/Gain financiers – Résulat Kardinal

Cost model used (Source: NRC April 2023):

Cost of use: **168.35€**
Cost per kilometre: **0.52€**
Cost per hour: **22.38€**

	Baseline	**Kardinal**	**Gain**
Tours	1160	932	228
Kilometers	244885	211387	33498
Time	11665:27:00	10048:50:35	1616:36:25
Cost	582 474,55 €	490 659,61 €	91 814,93 €

Based on this cost model, the gains are 15.8% **over** the month of April.

/Cost of Kardinal licence

Annual license:

Monthly cost: **6,900€ HT**

This monthly cost is valid for a maximum of 5,000 orders per month*.
→ *XXX had 3,090 orders in April 2023.*

Kardinal

$$ROI = \frac{91\,814 - 6\,900}{6900}$$

ROI = 1230%

The Kardinal solution pays for itself within just 3 days of implementation.

Each day without Kardinal solution costs your operations 4 040€ / day => 84 900€ / month

Customer 2

Assumptions
ROI

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/Validation d'un ROI

The comparison between the Kardinal sectorization and the current sectorization (baseline) allows to define a ROI actually applicable on the field.

- **A 3% reduction in the number of tours.**

Even if the results obtained and validated on the agency of 95 show a reduction of 10% in the number of tours, the operational teams wish to retain a minimum gain of 3%. The reality is probably between these two figures.

The current cost of the package is estimated at € 2.50 HT, or a tour at 250 € HT.

- This is a gain of €0.075 per package: Number of packages per month per branch on average: 130,000 packages:
    - or an average gain of 9,750 euros per agency/month
    - Annual total for XXX France based on 80,000,000 packages = €6,000,000

- **For near 100% stability - Quality guaranteed**

Current tours are estimated at 60% stability generating many rebalancing + additional rescue means.

=> The rebalancing will be much less regular: reduction of picking time. Departure at tour time

=> the relief resources would become exceptional: additional cost reduction

- **With better visibility.**

⇒ Estimated resources

⇒ Simplification of exchanges with subcontractors,

⇒ Perfect mastery of the territory,

⇒ Failure prevention...