### Kardinal

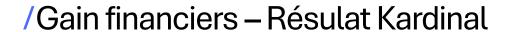




# **Assumptions ROI**

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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.





### **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.

$$ROI = \frac{91814 - 6900}{6900}$$

## 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





# **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...

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