theROIshop

RETURN ON INVESTMENT

PREPARED FOR

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Link to ROI:	Visit this ROI by clicking here!

Executive Summary

With the use of The ROI Shop your organization could realize a savings of:

ROI Statistics

Return on Investment:	285%
Net Present Value	$142,825
Payback Period	11.28 months

- The table to the left shows your annual savings by category
- Year 1 benefits may be less due to the time it takes to implement the service
- The estimated cost of the soultion is displayed at the bottom of the savings table.
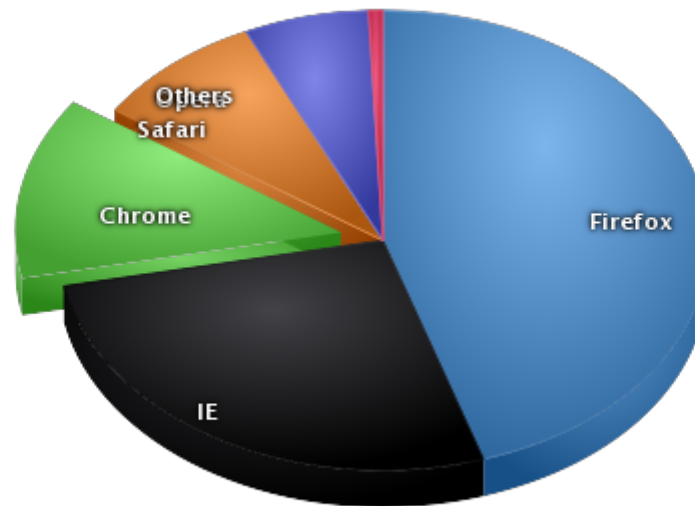- You can visit the ROI by clicking the link at the bottom of any page

Typically, a companies biggest competitor is the *No Decision* outcome. Some studies show that 60 - 80% of all opportunities in the pipeline will end in a no decision. A key reason this happens is because many times it will be left up to your *Champion* to do the selling for you. If you aren't providing them with a compelling and easy to understand business case, what chances do they really have in selling the project internally? Our interactive ROI selling application makes it easy for the rep to use, but more importantly for the prospect to understand and defend!

Our selling application will:

- Reduce the *No Decision* outcome by painting a more compelling picture
- Allow your reps to initiate those critical financial discussions
- Enable your *Champion* to sell the project internally
- Separate you from the competition

$22,158,169

Conservative Factor: 30%

REDUCE THE NO DECISION OUTCOME:

- Your current No Decision rate is 48%
- Average opportunity size is $18,525
- Estimated reduction in No Decisions 51%

This tool will not only enable your sales team to initiate those critical financial discussions but will also arm your *Champion* to sell the project internally!

"We've made the use of this tool mandatory across our sales organization. Reps are required to use it in every opportunity."

- Steve DeMarco, VP Sales at Xactly Corp