

\$ 32,852	\$ 65,704,109	35-70%	1-5 %
POTENTIAL COST OF DELAYED AUTOMATION OF TRAINING FOR EVERY HOUR !	POTENTIAL COST OF DELAYED AUTOMATION OF TRAINING EVERY YEAR !	SAVINGS IN TRAINING TIME & COST !	INCREASED REVENUES !

COST OF “NOT” AUTOMATING TRAINING



An Epiphany !

I almost fell off my chair !

I had been in discussions with the Business Head for one of our older Customers.

We were brainstorming to create a business case within their Organization to

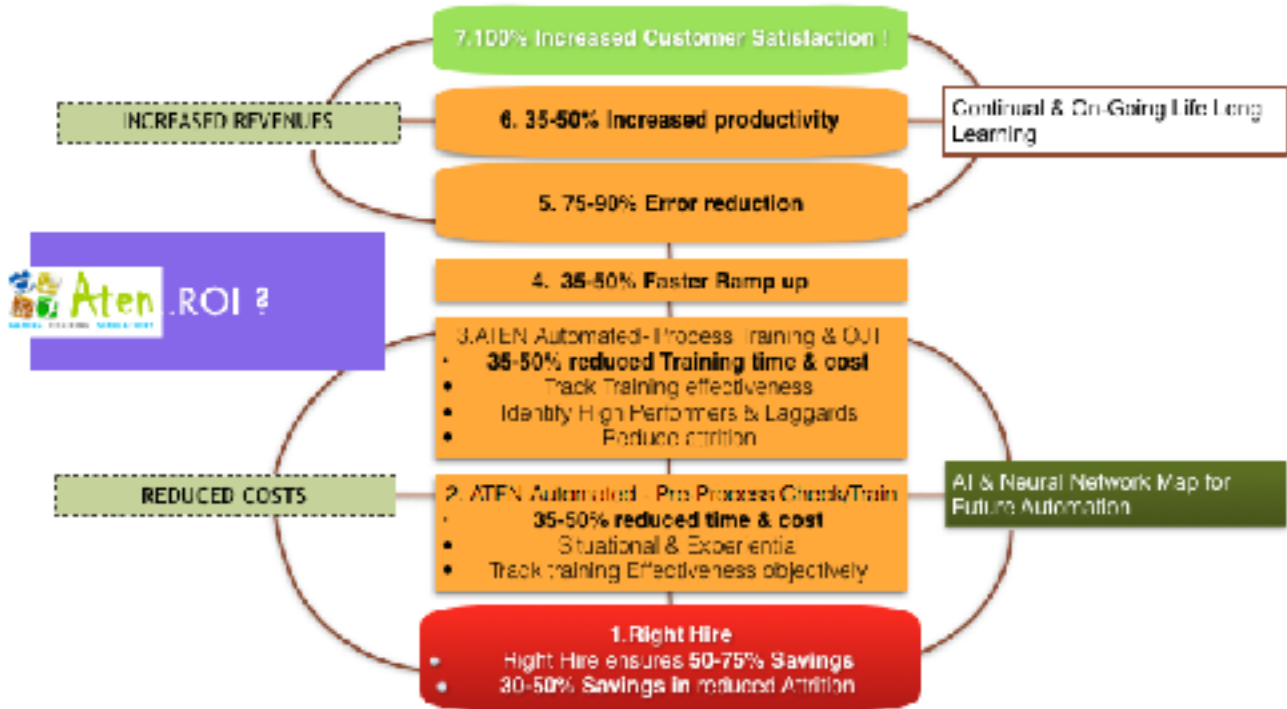
“ I gotta be wrong somewhere in the calculations or assumptions ! ”



internally showcase the efficacy of moving away from archaic instructor led training to a NextGen, Automated, Artificial Intelligence driven , Analytical & Personalized Learning Platform.

Having listed out the multiple areas of Positive Impact to their Organization, & our collaborative BPR approach to this viz.

“No, you are spot on with the assumptions !” - Customer



we decided that we needed to take this a step further and try and put some numbers to each of these to calculate a realistic Return on Investment (ROI) Model .

So there I was poking away at my Mac on a beautiful Fall Friday evening at 9 pm ! That was when my model totaled up the calculations and I literally fell off my chair !

I swear I should have done this 10 years back !

ROI - Where, Why & How ?

While we had been waxing eloquent about the ROI to our customers for ages and in sweeping statements, this was the first time we really broke down at least the tangible benefits to put a

“ Training programs shouldn't be designed to deliver competence; they must be dedicated to producing excellence. Serious organizations don't aspire to be comfortably above average. ”

Brandon Webb



monetary value to each .

The numbers were mind blowing !

Let's look at a hypothetical example :

For Company X with

- Revenues of \$1 Billion, and
- an average employee cost of 35% ,
- with around 5000 employees, spread globally
- Annual attrition rate of 11%

ROI = Total Potential Time/Cost Savings + Total Potential Increased Revenues !

ROI	USD / Employee	Potential for Your Division	Potential % of Current Total
Potential Savings	\$ 3,446	\$ 6,175,950	1%
Potential Increased Revenue	\$ 53,117	\$ 59,505,059	4%
Total Potential Savings + Increased Revenue / year	\$ 56,563	\$ 65,681,009	
Cost of delayed Automation of Training for every Hour of delay !		\$ 32,841	

- Annual new hire rate of 12%

That is when it really struck me !

Its not just a savings or benefit .

It is a COST , or A LOSS ! - “ The Cost of delayed Innovation / Automation of Training ” !

For every minute, every hour, every month you wait, to make this change to such a research proven , way more effective & efficient, AI data & analytics driven Next-Gen Personalized Learning Platform, you are in effect losing money - and significantly at that !

What is your loss or Cost of delayed Innovation / Automation of Training ?

Calculate yours & feel free to play around with the model available at ([SAMPLE ROI Calculation](#))

