



# Demonstrating IDhall's added value



# What are we talking about?

**IDhall** is a ready-to-use software **with immediate impact for the organization.**

The platform stands out for its ease of use, flexibility and ability to adapt to the needs of each organization. Its intuitive interface enables rapid adoption by teams, while its advanced functionalities offer comprehensive management of initiatives.

You realize that **current tools are hampering your productivity** and organizational efficiency. You're convinced that **IDhall can revolutionize both your teams' ability to engage and your organization's ability to execute.**

You're looking forward to deploying the solution, but there's still one important step to take: convincing the right people of the benefits of investing in IDhall.

In other words, **how do you present a return on investment that will allow you to validate the new budget?**



# Return on investment (ROI) calculation

To determine the return on investment (ROI) of a software application, here's the equation to use over a period of 1 to 3 years:

$$\text{ROI} = \frac{(\text{Benefits} - \text{Costs})}{\text{Costs}} \times 100$$

## Costs =

Sum of all costs associated with purchasing and using the software.

## Benefits =

Sum of savings and gains generated by using the software.



# Costs calculation

This is covered by Humanperf

These amounts are included in the subscription

This involves calculating all the costs associated with acquisition, implementation, support, maintenance and assistance over the chosen period.

<b>1 Acquisition cost</b>	
Platform subscription fee based on number of users.	
<b>2 Implementation and training costs</b>	
Configuration, customization, integration and training costs.	\$ 0
<b>3 Maintenance and support costs</b>	
Cost of support, updates and ongoing assistance.	\$ 0
<b>4 Operating cost</b>	
Infrastructure costs.	\$ 0
<b>5 Indirect costs</b>	
Amount linked to internal costs within the organization (project team, internal IT services).	



# Benefits calculation

**Direct benefits** include:

1. The reduction of Non-Productivity costs linked to the use of current tools.
2. The **reduction in the time taken to implement initiatives** – the Time to Market – which means that the benefits of these initiatives can be exploited more quickly, and above **all frees up resources to work on other initiatives**.

**Indirect benefits** include **employee commitment, team empowerment, collaboration levels**, etc. They are particularly difficult to quantify but are nonetheless significant.

<b>1 Reduction of Non-Productivity.</b>	
Number of hours potentially saved by using the software multiplied by the average hourly rate.	
<b>2 Time to Market improvement.</b>	
Amount representing the impact of N additional initiatives implemented over the period.	
<b>3 Indirect Benefits.</b>	
Amount associated with benefits that are difficult to quantify (collaboration, commitment, etc.) but nonetheless real.	



# Non-Productivity calculation

Using Excel, many irritants hamper the efficiency of users in processing initiatives and the productivity of managers in preparing and leading periodic reviews:

- ✗ Find the file to use and manage any version conflicts;
- ✗ Find the initiatives in the file and the information we are interested in;
- ✗ Update data, taking care not to overwrite other data;
- ✗ Notify colleagues of any changes by other channels (email, Teams);
- ✗ Consolidate data and ensure data integrity;
- ✗ Find solutions to Excel's reporting limitations;
- ✗ Fixing mistakes.

## Non-Productivity Cost =

Number of hours lost per initiative × Number of initiatives  
× Average hourly rate

+

Number of hours lost per review × Number of managers  
× Number of reviews per manager  
× Average hourly rate



# “Time to Market” impact calculation

## Reducing the time needed to implement an initiative

**Efficiently prioritizing your projects and simplifying the management of your various action plans can considerably reduce the time needed to implement them.**

Imagine accelerating this implementation by 20%. This means that for every five initiatives, you'll be able to manage one more.

For example, if you reduce the time needed to implement projects in a set of 100 by 20%, you could carry out 20 additional projects. And if each project brings you a profit of \$ 5,000, that's an additional \$ 100,000 per year for your organization.

This is the principle theorized in [Little's Law](#). In a nutshell: the more projects and action plans you overwhelm your staff with, the longer it takes to complete each one. On the other hand, if you restrict the number of projects in progress, you have the necessary resources at your disposal, thus speeding up their completion. Little's Law is therefore an excellent principle to apply when it comes to managing project portfolios, since it enables us to keep an overview and optimize operational implementation.



# Example over 12 months

## Assumption:

- 100 users including 10 managers
- Annual platform subscription: \$ 13,000
- Intern deployment cost: \$ 5,000
- Portfolios of 200 initiatives
- Average hourly rate : \$ 50
- Non-productivity per initiative due to current tools: 1h
- Non-productivity per review due to current tools: 2h
- Number of reviews per year per manager: 40
- Time to Market improvement: 20%
- Average earnings per initiative: \$ 5,000

### Benefits =

#### Productivity Benefits

+

#### Time to Market Improvement

=

$$(1\text{h} \times 200 \times \$ 50) + (2\text{h} \times 10 \times 40 \times \$ 50)$$

+

$$20\% \times 200 \times \$ 5,000$$

=

$$\$ 50,000 + \$ 200,000 = \$ 250,000$$

### Costs =

$$\$ 13,000 + \$ 5,000$$

$$= \$ 18,000$$

$$\text{ROI} = \frac{(250\,000 - 18\,000)}{18\,000} \times 100 = 1\,288\%$$





# Customer feedback

Access all testimonials  
on our website

“ Once IDhall was implemented, **we cut R&D project durations by around 30%**. Teams immediately had the necessary visibility over progress, so they could manage the portfolio and prioritize the action needed on certain projects. **The average duration of an R&D project has now halved**, which gives us greater responsiveness to customers and the market. ”

Raoul Hervé, Research Innovation & Development Director, **SWM**

“ **Our aim was to track advanced studies requests from end to end, and reduce their turnaround time by a factor of three**, to enable faster design of products offering greater value to our customers. ”

Luciano Di Fabrizio, R&D Efficiency Director, **POCLAIN HYDRAULICS**

“ Now all the data is monitored in IDhall, **we know exactly where we are**, and we don't need to go seeking out information. We can immediately see where the difficulties are, and where action needs to be taken, during our monitoring meetings. **This improved visibility provides a boost, as everyone knows what they have to do (...)** ”

Cédric Husser, Cross-functional project coordination, **SEW USOCOME**

# With IDhall :

- ✓ Centralize and organize your initiatives
- ✓ Smooth end-to-end processes
- ✓ Enjoy effortless management tools
- ✓ Gain some leeway for new ideas



Request a demo