

Revenue (\$M)	138	80	236	400	1,200	350	80	300	245	8	50	40	200	150	200		Wt.	
Type	GC	Elec	GC	Ind	GC	GC	GC	GC	HB	GC	GC	HB	GC	GC	Dem	Average	Average	
Hard Dollar Savings:																		
Monthly rental of storage space that can be eliminated	\$0	\$0	\$0	\$300	\$250	\$1,500	\$100	\$1,000	\$800	\$312	\$200	\$1,000	\$0	\$950	\$4,000	\$694	\$665	
Pages of docs copied	125	1,562	375	135	500	2,025	-	810	810	131	135	445	130	203	312	513	593	
Rental, lease, and maintenance of copier eliminated	-	352	-	-	500	1,000	-	-	-	-	-	-	-	-	200	147	277	
Postage/Overnight/Mo Eliminated	600	1,600	500	8,333	3,094	2,000	-	500	500	-	200	-	600	200	-	1,208	2,314	
Cost for Microfilm/Fiche per month	-	-	-	200	-	-	-	-	-	-	-	-	-	-	-	13	22	
Hours faxing documents	120	600	60	60	600	-	-	-	-	-	-	540	120	60	240	160	252	
A/R dollars brought in by reduction in number of days receivables	-	-	-	-	11,438	-	-	-	-	-	-	-	-	-	750	813	3,774	
Increased A/P Discounts	-	200	100	-	-	-	-	-	-	-	-	-	-	-	-	20	11	
Reduced amt. of errors, non-compliance, etc.	-	417	-	-	500	-	-	-	-	-	-	-	-	-	15,000	1,061	988	
Additional amt collected in claims average monthly:	-	500	-	-	500	-	-	-	-	-	-	-	-	6,000	5,000	800	691	
Reduced amount of audit fees with better access	166	450	400	-	1,000	416	-	416	417	83	25	125	167	1,200	10,000	991	1,073	
Reduction in litigation costs with better information	333	500	1,000	-	1,000	-	-	2,500	417	-	-	-	333	-	5,000	739	936	
Additional business as mktg adv.	-	10,000	4,166	-	5,000	-	-	-	4,167	-	-	-	-	-	20,000	1,556	2,394	
Reduced mistakes by better information	83	500	500	500	500	416	-	416	417	-	200	-	83	500	20,000	1,608	1,480	
Savings in equip. costing with info.	-	-	-	-	500	-	-	-	-	-	-	-	-	-	-	33	163	
Savings from COLD	-	-	-	-	-	-	-	-	-	-	-	-	-	1,341	-	-	55	
Labor Savings:																		
Copying documents by administrative personnel	806	5,680	3,051	2,211	2,000	3,500	1,750	2,386	1,750	2,237	398	251	807	3,051	2,251	2,142	2,229	
Copying of documents by project managers	772	6,800	3,664	2,211	2,000	-	-	-	773	1,472	773	4,036	773	2,082	821	1,745	1,586	
Reconciling, copying, assembling for cost-plus/T&M jobs	4,971	3,920	-	-	15,815	7,000	199	-	398	981	-	41	4,972	260	563	2,608	6,445	
Handling, Mailing and Distribution of documents	-	1,290	693	261	1,000	1,750	1,750	1,590	1,989	2,237	1,989	2,739	-	-	281	1,171	971	
Filing of invoices and other documents	1,613	2,840	693	2,211	2,000	-	2,088	994	636	1,202	398	2,816	1,614	855	2,814	1,518	1,543	
Purging old documents	161	161	173	136	176	-	100	119	119	-	-	22	161	214	56	107	133	
Time spent looking through files for information	2,420	2,840	693	2,211	2,000	3,500	2,088	3,181	1,750	2,363	398	4,434	2,420	855	563	2,114	2,101	
Time researching old information in remote storage	80	322	86	-	300	-	-	198	99	224	99	100	81	214	281	139	168	
Sorting, compiling, reconciling, and filing of Timesheets	3,227	1,420	173	-	-	-	-	-	323	210	81	-	3,227	-	562	615	392	
Reduced time in pulling documents for sales tax, IRS, DOT	-	222	-	73	200	1,750	875	100	66	112	198	-	-	150	141	259	293	
Recreating lost files	-	222	-	73	200	-	-	-	298	-	298	264	-	-	70	95	109	
Reformatting of invoices into owner formats	-	-	-	9	-	-	-	-	795	-	-	-	-	-	-	54	54	
Making sure all invoices returned and entered from proj. mgrs	161	2,840	173	136	1,000	-	-	647	647	280	647	1,900	161	214	-	587	564	
Gross Savings	\$15,776	\$45,318	\$16,736	\$19,460	\$53,273	\$24,857	\$8,950	\$14,857	\$17,171	\$11,844	\$6,039	\$18,713	\$15,649	\$18,349	\$68,905	\$23,726	\$32,731	
Approximate cost/month on lease for five years	\$2,549	\$4,925	\$3,187	\$1,920	\$7,000	\$4,925	\$1,374	\$1,875	\$2,428	\$1,248	\$788	\$961	\$2,550	\$2,804	\$3,824	\$2,824	\$4,199	
Average monthly maintenance costs (considering warranty)	1,500	2,877	1,500	669	2,601	2,877	588	1,111	1,363	523	399	539	1,500	1,650	3,000	1,513	1,929	
Monthly Costs	\$4,049	\$7,802	\$4,687	\$2,590	\$9,601	\$7,802	\$1,962	\$2,986	\$3,791	\$1,771	\$1,187	\$1,500	\$4,050	\$4,454	\$6,824	\$4,337	\$6,129	
Net Savings	\$11,727	\$37,516	\$12,049	\$16,870	\$43,672	\$17,055	\$6,988	\$11,871	\$13,380	\$10,073	\$4,852	\$17,213	\$11,599	\$13,895	\$62,081	\$19,389	\$19,389	
Months Payback	8.1	5.3	9.5	4.6	6.3	8.3	7.7	6.4	7.3	6.2	6.6	2.5	8.5	7.9	2.7	6.5	6.5	
Months Payback	8.1	5.3	9.5	4.6	6.3	10.2	7.5	6.2	7.0	5.0	6.4	2.4	8.2	7.6	2.6	5.8	6.2	