

Proof beyond concept

IT (Information Technology) business innovation need not be a high risk, high cost undertaking. Consensure's Proof-of-Value – Business Case Accelerator provides the rapid financial analysis to objectively evaluate project merits based on cost reduction, revenue increase and strategic advantage while complimenting a technical proof-of-concept.

Everything you need, nothing you don't!

Project champions and sponsors, analysts, implementers, and impactants evaluate the merits of IT projects from their own unique perspectives.

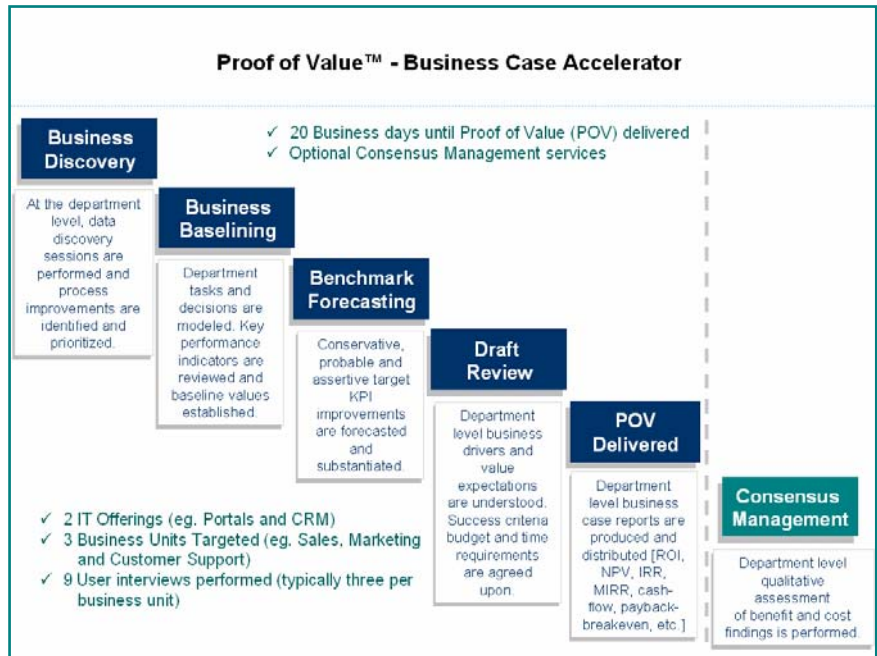
Finally, everyone can read off the same page. Now, IT projects can be evaluated based on a Return On Investment (ROI), Net Present Value (NPV), Internal Rate of Return (IRR), Modified Internal Rate of Return (MIRR), impact summary, payback / breakeven, and cash flow analysis.

Accelerating the decision process

Working closely with your business units and technology suppliers, Consensure is able to deliver comprehensive, low-cost services by focusing the business case scope, while maintaining objectivity, transparency and leverage.

- The accelerated business case is focused on two IT offerings (eg. Portals and CRM).
- The business analysis is centered on three business units (eg. Sales, Marketing and Customer Support).
- A total of 9 interviews are held, typically three per business unit.
- The client is responsible for appointing a business case analyst to work closely with Consensure on critical data discovery steps, such as baselining.

By focusing our efforts, Consensure is able to deliver results within 20 business days, concurrent with a technical proof of concept. Working at arms-length with IT vendors, Consensure's Proof of Value links key service and product, features, functions and costs with business benefits. Not only do you receive a final impact report, but you also receive the intermediate research and analysis needed to state your case across the enterprise. And lastly, the work can be leveraged by your organization to take advantage of additional products and services provided by Consensure through a variety of extension offerings.



The Benefits are the Proof

Consensure provides best-of-breed business case analytics and business innovation solutions:

- ☑ Rapid, fixed cost business case analysis.
- ☑ Compliments IT vendor solutions.
- ☑ Impact reports such as ROI, NPV and IRR to assess budget requirements and business benefits.
- ☑ An extensible framework to ensure the project starts on-track and stays on-track.
- ☑ Optional follow-on services to further refine, measure and manage your business case.

Impact Summary: Consumer Package Goods (CPG) company "Product Innovation Portal" - Chicago, IL.

Getting the most out of your investment in Enterprise Applications and Enabling Technologies requires aligning your business operations, corporate strategy and IT architecture. Consensure helped a large CPG company leverage portal technology to align strategic business initiatives to drive new product introductions from concept-to-market via an enterprise portal. Here's their top and bottom-line impact:

- \$6.26 will be saved or earned for every dollar invested
- Breakeven within ~357 days of solution implementation
- \$49.6 million ten-year, pre-tax net cash flow
- \$23.3 million NPV, based on a 10% cost of capital
- 66 (+/-) headcount productivity gains
- \$413 thousand per month cost of delay
- 1% productivity gains for portal users
- \$0.19 average cost per employee per business day

What's your impact summary?

Know the return on IT™ before doing it.



Quantitative service deliverables

- Return on Investment (ROI)
- Net Present Value (NPV)
- Internal Rate of Return (IRR)
- Modified Internal Rate of Return (MIRR)
- Payback / Breakeven
- Cash Flow
- Total Project Benefit Analysis
- Strategic Benefit Analysis
- Department Role Benefit Analysis
- Conservative, probable and assertive target forecasts
- Actual and/or percentage target forecasts
- Benefit phase-in by year, over ten years

Qualitative service deliverables

- Feature, function, benefit mapping
- Assumption gathering
- Assumption validation
- Reference citing
- IT innovation and business function meta-tags
- Dynamic user-reports

Risk management service deliverables

- Conservative, probable and assertive confidence intervals
- Payback / breakeven analysis
- Strategic benefit alignment
- Department benefit alignment
- Qualitative third-party validation criteria

How to learn more

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