



Aperio Solution ROI Study



Leveraging the True Value of the Aperio Solution

Valuable knowledge workers, such as engineers and test technicians, spend a large portion of their time simply finding test data and organizing results within a manual process. Aperio automates these important processes to allow more efficient and cost-effective time utilization.

With time-to-market product lifecycles becoming increasingly compressed, any opportunity to work more efficiently and productively enables businesses to compete more effectively. With Aperio, data can be retrieved instantaneously with just a few clicks, deadlines can be met with certainty, and employees can utilize their time in a more productive manner.

The following is an example of an actual return on investment analysis completed by a Fortune 500 electronic component manufacturer benchmarking the Aperio solution against its current test data procedures. In this brief study, the customer will be referred to as "Company X".

Test Constants

Company X employs thirty professionals whose responsibilities include the creation, storage, location or collation of test data on a daily basis. Before benchmarking the Aperio solution, all test data activities remained manual in nature and followed current company business processes. The following is a breakdown of the test data environment:

- 10 Engineers (R&D and Manufacturing)
- 20 Test technicians
- 12 Test stations

Test Assumptions

The following test assumptions were gathered and verified by Company X. These assumptions represent the time taken to administer specific tasks within the job duties of both engineers and technicians on a weekly basis.

- Test engineers
 - 15 minutes to locate data on a particular test.
 - 45 minutes to collate data for a report and communicate it elsewhere in the organization.
- Test technicians
 - 5 minutes to store data from a test to a file.
 - 10 minutes to locate historic data from a file.
- 48 work weeks per year.



Test Calculations: Return on Investment

The following ROI calculation is benchmarked against an \$80,000 implementation of an Aperio solution that fulfills the needs of Company X.

Title	Qty.	No. of Stores per Week	No. of Searches per Week	No. of Collations per Week	Time per Task (minutes)	Total Hours per Week	Loaded Hourly Rate	Weekly Cost	Annual Cost	Capital Expenditure
Test Technician	20	12			5	20	\$55	\$1,100	ROI: 278%	278%
			5		10	17	\$55	\$917		
Engineer	10		5		15	13	\$95	\$1,188	TTR: 9 Mos.	9 Mos.
				2	45	15	\$95	\$1,425		
Total:						64		\$4,629	\$222,220	\$80,000

Test Results

Significant cost savings are realized as the result of this benchmark test. With manual processes in place to administer all test data activities, Company X spent \$222,200 per calendar year to maintain its test data management procedures. This figure is nearly 178% higher than the corresponding \$80,000 Aperio benchmark solution.

These significant results do not include other important costs to Company X:

- Opportunity costs of employee time to administer test data
- Costs to reproduce or re-run tests if data is lost or misplaced
- Resource utilization
- Competitive advantage gained from a more accessible, accurate and visible test data management system promoting a faster time-to-market product development lifecycle

Conclusion

The Aperio solution presents a significant return on investment in a short period of time.

