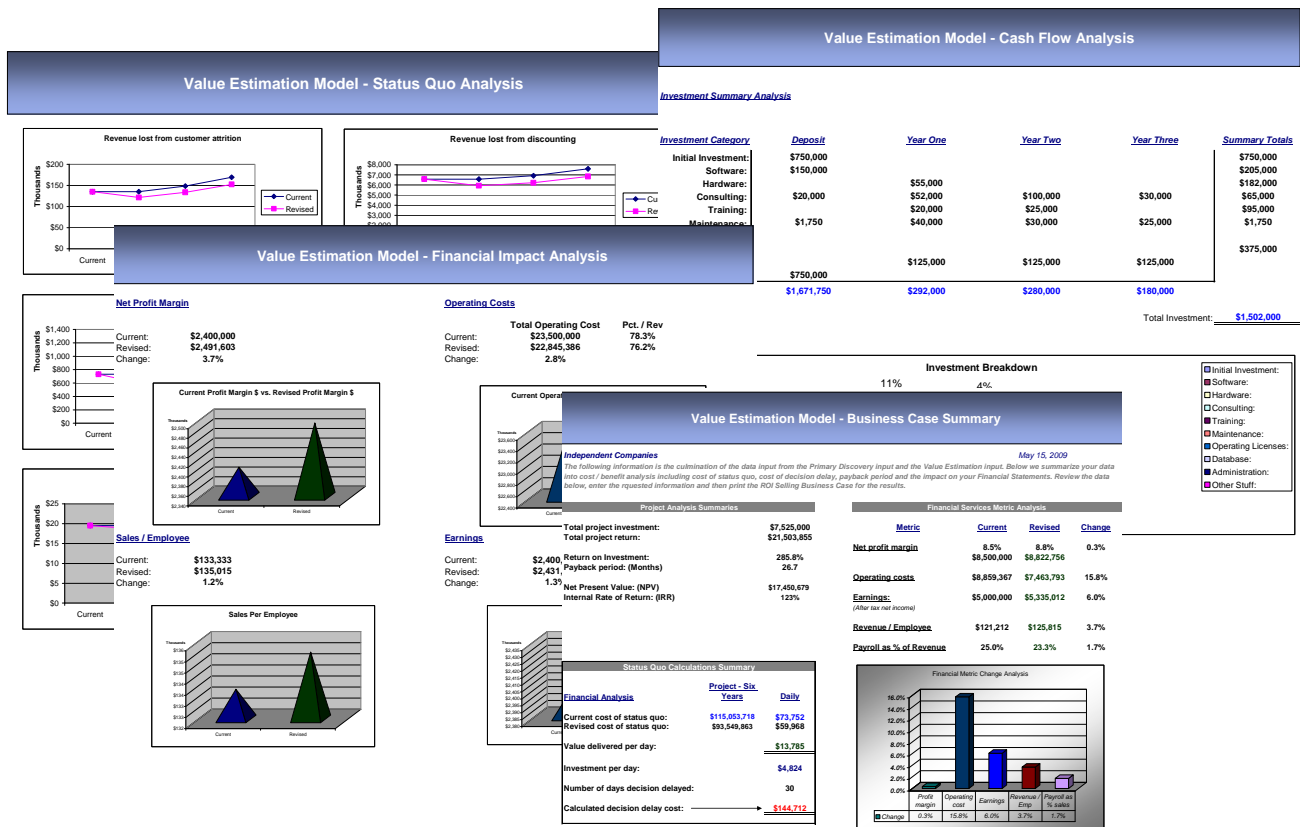


ROI Selling

Business Case

The ROI Selling Business Case Analysis Tool Kit consists of three additional programs to help you prove the value you can deliver. We begin with Business Case Report that provides a three to five year cost and value analysis, complete with charts, graphs and comparison analytics. The second tool provides is a status quo analysis called future cost vs. value analysis, commonly used to determine the cost of status quo over the life of a project. Finally, we include a C-Suite Analysis program that captures your value and applies the impact to financial levers such as your impact on Net Earnings, Operating Costs, Profits, DSO's, ROA, ROE and more.



The Business Case Analysis Tool Kit is a key component to the ROI Selling program. This program is the ultimate in output for your prospect to assess the need for your products and services. We include all of the dashboard calculations, critical issues charted individually, stakeholder impact analysis, and many other graphical features to include in your proposal.



ROI4Sales
sales tools to drive value