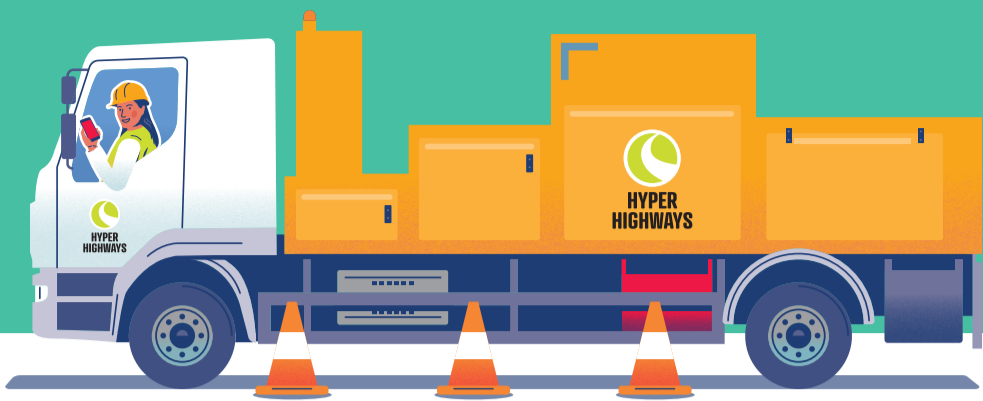


Re-flow Highways cost benefit analysis



- Running for 20 years
- Annual turnover of £2m
- 10 vehicles
- Employs 5 back office staff, 25 site workers and multiple subcontractors

Their margins on each job have been getting tighter and the management team can't see why... we can.

The wasteful way

YEARLY COSTS

In the UK, construction is officially the least productive sector per person and has the second highest number of insolvencies.
Office of National Statistics 2018

Printing 6,000 pages of work orders per admin. *IT Pro, 2015*
Reprinting for the 35% of all construction jobs that have a major change.
Independent Project Analysis Group, 2012

£2,535

21% of admin's day is spent delivering, chasing or clarifying and transcribing paper forms into electronic data.
International Data Corp, 2017

£13,488

7.5% of all forms are lost.
International Data Corp, 2017
Cost of loss is £100 per form.
Total Quality Management, 2009

£18,225

Waiting around on-site for instructions - 10% working time.
Centre for Management of the Built Environment, 2017

£34,963

Training construction staff on processes and inductions.
UK Commission for Employment and Skills, 2016

£19,200

Downtime from incorrect quantities of stock or missing plant is 3.2% of working time.
Lean Construction Institute UK, 2010

£11,188

0.72% of working time is spent on redoing work directly from miscommunication.
Centre for Management of the Built Environment, 2017

£2,517

Vehicle breakdowns from not being checked. 30% of cars over 3 years old breakdown per year = £5,034.
This is Money, 2018

£5,034

Worker's time spent dealing with paperwork:
• 32.14 hours per year reading
• 28.45 completing
• 13.8 hours looking for
YouGov, 2018

£14,436

£121,586

Costs: back office = £34,248 On-site = £87,338

Information Distribution

Paper-based admin

Lost forms

Waiting around on-site

The learning curve

Plant control/stock quantities

Reworking

Vehicle checks

Navigating the paperwork

TOTAL YEARLY COSTS

The Re-flow way

YEARLY COSTS

£4,500

Costs to set up Re-flow:
• 15 users per year: 12 users on-site, 3 admin staff*
*£25 per user, per month, based on a 24 month contract

£0

No printing means no cost, all documentation and changes can be sent instantly and digitally.
Saving £2,535.

£0

With automated workflows there is a paperless approach, so all information is created, saved and stored online.
Saving £13,488.

£0

You can't lose forms using Re-flow and information is typed or selected from a dropdown, removing poor data input.
Saving £18,225.

£17,481

Waiting around time is halved with Re-flow.
Saving £17,481.
Customer feedback

£11,520

Giving digital access to 'need to know' information reduces learning curve by 40%.
Saving £7,680.
Geolearning, 2013

£3,578

Re-flow reduces risk of missing stock and plant. Assigning inventory and keeping track of it improves efficiency by 68%.
Saving £7,610.
Aberdeen Group, 2012

£0

Project briefs are made crystal clear with Re-flow, eliminating miscommunication.
Saving £2,517.

£3,675

Re-flow reduces 27% of vehicle breakdowns which can be avoided by enforcing proper vehicle checks.
Saving £1,359.
RAC, Breakdown Britain, 2006

£9,300

Re-flow eliminates 100% of 'looking for', 30% of 'completing' and 13% 'reading'.
Saving £5,148.
YouGov, 2018

£51,565

ROI: 11:1
Savings: £70,020

Re-flow paid for in just 1 month!

That's almost £6K extra in your pocket every month!