



# Leveraging the ROI Calculator



# Your Trainer



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Co-Founder PPT University

- University at Buffalo, BSME
- Six Sigma Green Belt
- Background in Manufacturing & Design,  
Team Training & Development



# Agenda

- Value of your ROI Calculator
- Where it fits into the sales process
- Accessing the ROI Calculator
- Breaking down the ROI report
- How to navigate the tool (and live demo!)

# Why & When to use the ROI tool





# Value of the ROI Tool



QUESTION TEMPLATE

collect the impactful information



WHAT IF's & TARGETS

adjust inputs to find out what's possible



UNIVERSAL LANGUAGE

transparent report from process to \$\$\$



SUCCESS REFERENCES

share stories and numbers



# When to use the ROI Tool



## FINISH3D



### Before Benchmark

- benefit: enticing to start seeing the possibilities
- risk: numbers are an estimate (customer & PPT)

### After Benchmark

- Performance Evaluation data and finished part to reference
- Might have learned something new during BM process



# Accessing the Tool

Channel Partner Page (group login)

All Sales Tools

> Quick Links

- Link to [Product Selector](#)
- Link to [Benchmark Form](#)
- Link to [ROI Calculator Tool](#)
- Link to [PostProcess University YouTube Playlist](#)
- Link to [Q3 Sales Rewards Program](#)

Requires individual login

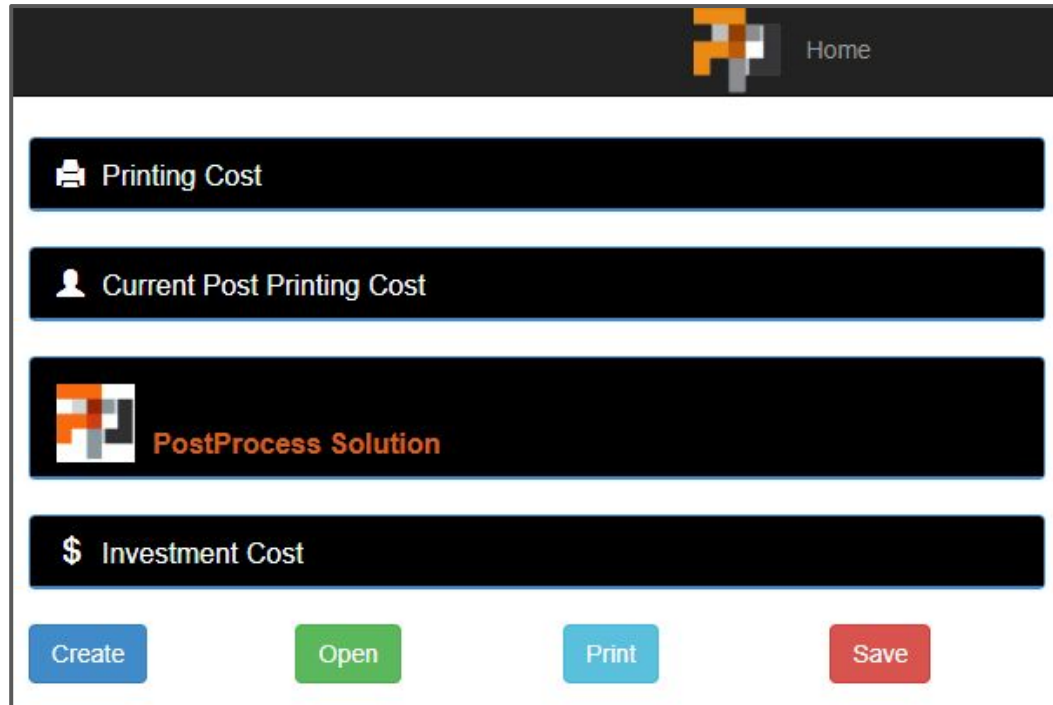
Home ROI Tool akottage@postprocess.com

PostProcess Technologies Tool Box

ROI Calculator

Send an e-mail to your PPT Sales Engineer to get access


# Navigating the Tool







# 1 - Printing Cost

 **Printing Cost**

**Printer Name:**

**Parts Per Day:**

**Production Days Per Week:**

**Print Cost Per Day:**

Customer's current operation,  
or plans of scaling



## 2 - Current Post-Print Cost

**Current Post Printing Cost**

**Method:**

**Technician Attendance Per Part:**


**Labor Cost (\$/hr):**

**Percent Damaged:**

Identifying their true pain with numbers



# 3 - PostProcess Solution

**PostProcess Solution**

**Machine Name:**

**Parts Per Cycle:**

**Operating Time:**  Hrs

**Technician Attendance (Per Cycle):**  Min

**Labor Cost (\$/hr):** \$

**Percent Damaged:**  %

Ideally, populating with benchmark data

(scrap rate kept at 0.1% based on PPT averages)



## 4 - Investment Cost

\$ Investment Cost	
Machine Cost:	\$ 120000
Detergent Daily Cost	\$ 35
Media Daily Cost	\$ 1

Cost of the proposed PPT solution, including consumables

# Understanding the Report





# ROI Report

- Generated real time as you adjust the numbers
- Can be saved in online database (can only be seen and re-opened by your organization)
- Can be 'Printed' as PDF



# Comparison Breakdown

## Current Post Printing

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Method	Manual Support Removal
Parts Per Day	60
Print Cost Per Day	\$6000
Tech Min Per Part	4 Min
Labor \$/Hr	\$105
PP Cost per Part	\$7.00
% Damaged Parts	3%
Total Cost Per Part	\$10.00

## Post Process Solution

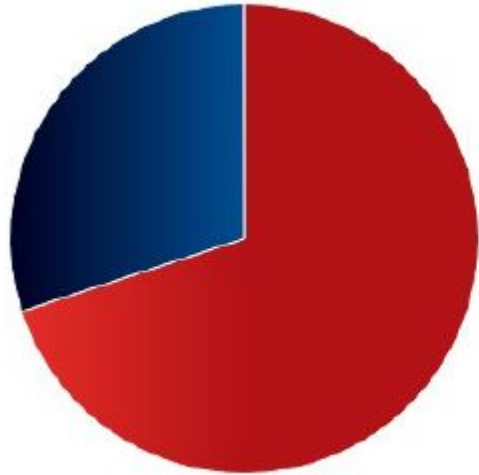
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Machine Name	DEMI
Parts Per Day	60
Print Cost Per Day	\$6000
Parts Per Cycle	30
Operating Time	3 Hrs
Tech Min Per Cycle	35 Min
Labor \$/Hr	\$105
PP Cost per Part	\$2.04
% Damaged Parts	0.1%
Total Cost Per Part	\$2.31



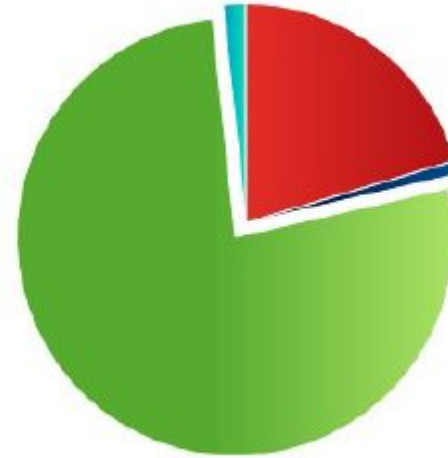
# Cost Allocation

Current Post Printing Cost



■ Post Proc. Labor 70.0% ■ Repairs 30.0%

PostProcess Solution



■ Post Proc. Labor 20.4% ■ Repairs 1.0% ■ Savings 76.9%  
■ Consumables 1.7%





# Payback

## Investment

Machine Cost	\$40000
Detergent Unit Cost	\$10
Media Daily Cost	\$0

## ROI

Savings Per Part	\$7.69
Total Savings per day (Savings - Media Investment)	\$461.50
Weeks Till Paid Off	14.45
Productivity Gained in 52 Weeks:	\$143,988

**Daily Savings: \$462**

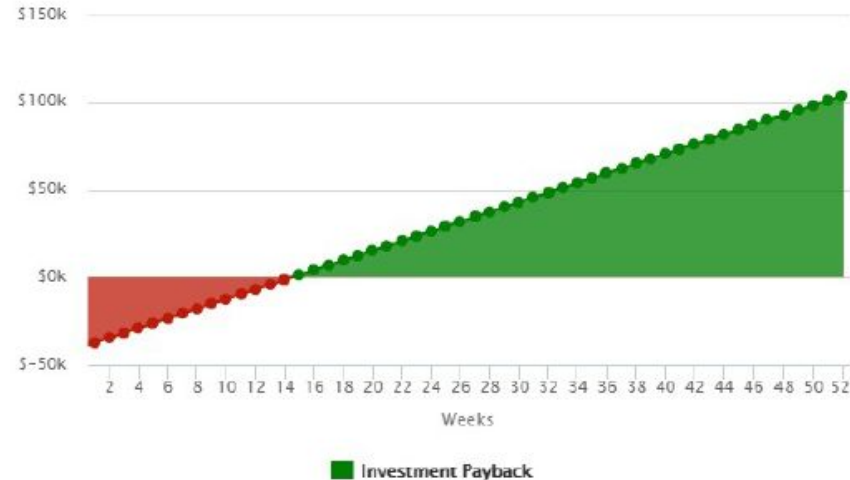
**Daily Cost: \$600.00**

**Daily Cost: \$138.50**

**Cost Per Part: \$10.00**

**Cost Per Part: \$2.31**

ROI (payback in 15 weeks)



# ROI Calc Demo





# Summary & Notes

- Great way to go from anecdotal to quantitative
- Use as a 'What if' tool...
- Small changes have a big impact
  - Parts/Day, Breakages, Technician Time
  - Be careful when estimating
- Reach out to PPT Sales Eng if you don't have access

# Questions

