

Determining and enabling an ROI with digital technology

Simon Tritschler
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Introduction

Simon Tritschler

Digital Construction Specialist

Digital Project Solutions

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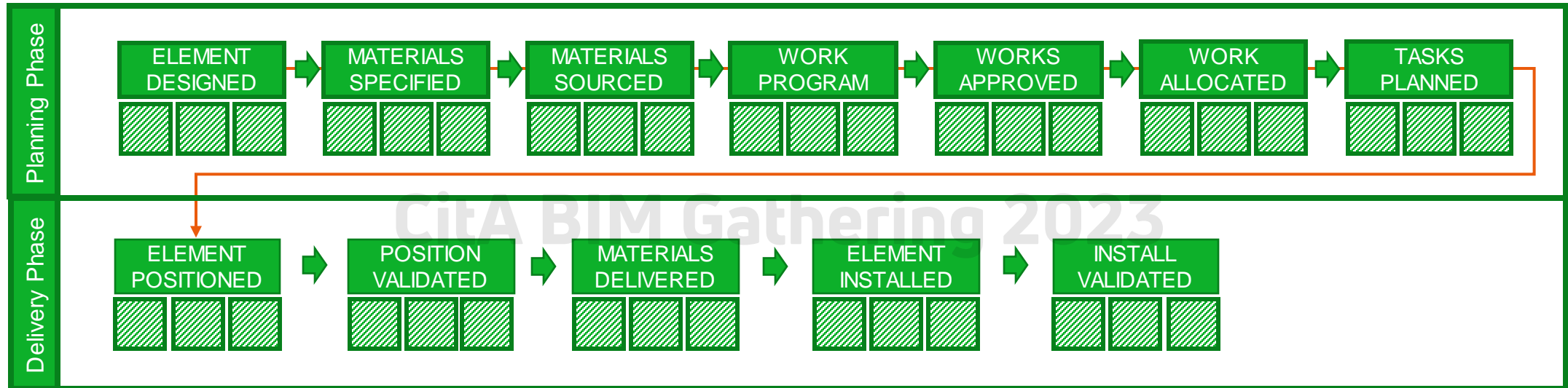
What is ROI

Return on investment (ROI) or return on costs (ROC) is a ratio between net income (over a period) and investment (costs resulting from an investment of some resources at a point in time). A high ROI means the investment's gains compare favorably to its costs. It is a performance measure, ROI is used to evaluate the efficiency of an investment or to compare the efficiency of several different investments.^[1] In economic terms, it is one way of relating profits to capital invested

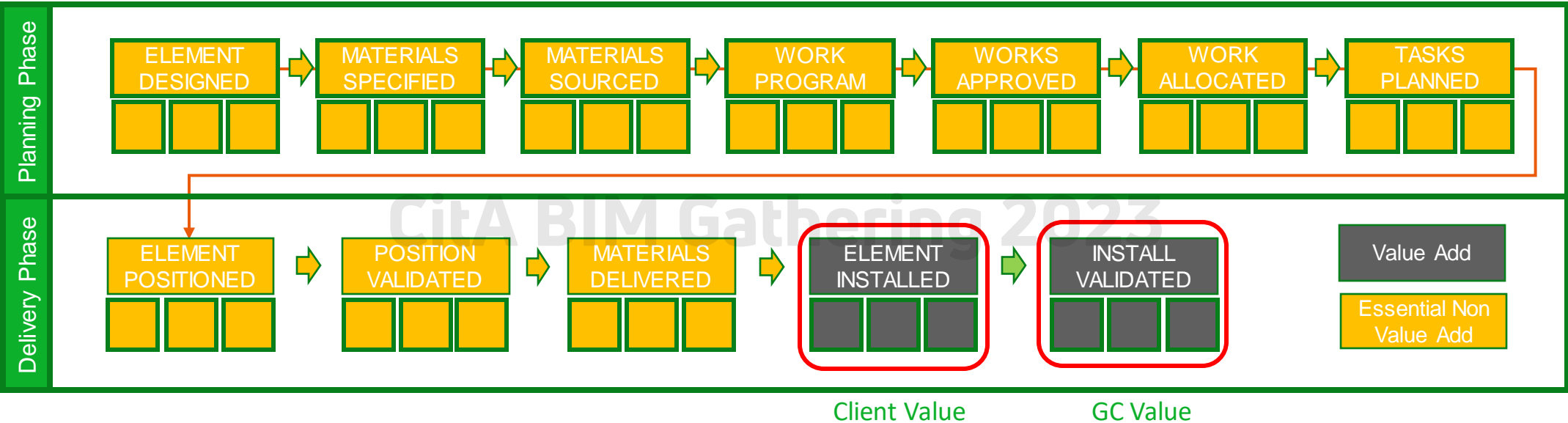
return on investment
=
(revenue - cost of goods sold) / cost of goods sold

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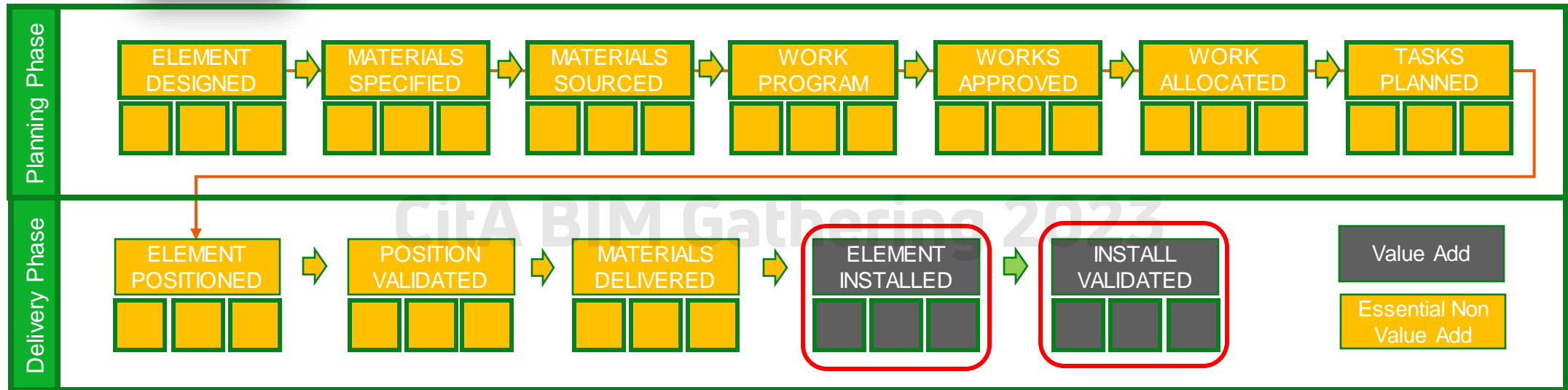
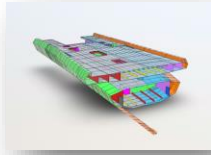
Cost of Goods Sold



ROI



ROI - Deliverables

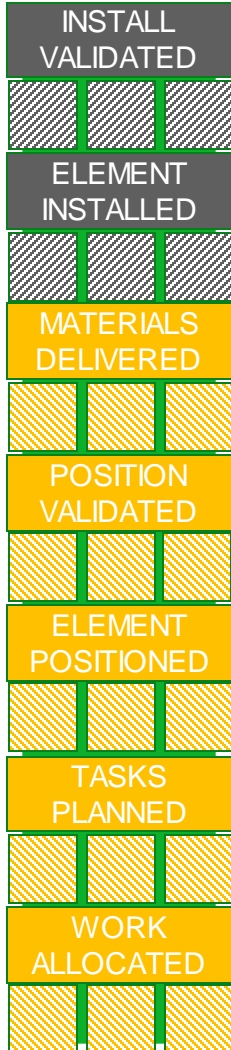


Client Value

GC Value



Show me the “Tech....”



Project Name: [] Project Number: []
 Issued By: [] Permit Number: []

Authorisation

Is this permit to be issued for work? Yes No

Is protection of finished surface required? Yes No

Is work at height carried out? Yes No

Any live working? Yes No

Risk assessments reviewed? Yes No

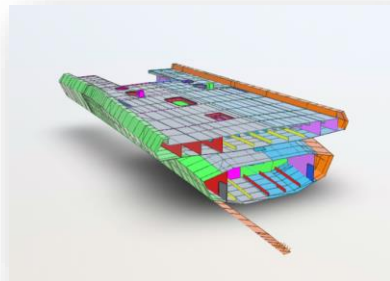
Personnel with qualifications? Yes No

PPE required? Yes No

Has the permit been issued for a specific area? Yes No

Accreditation OK? Yes No

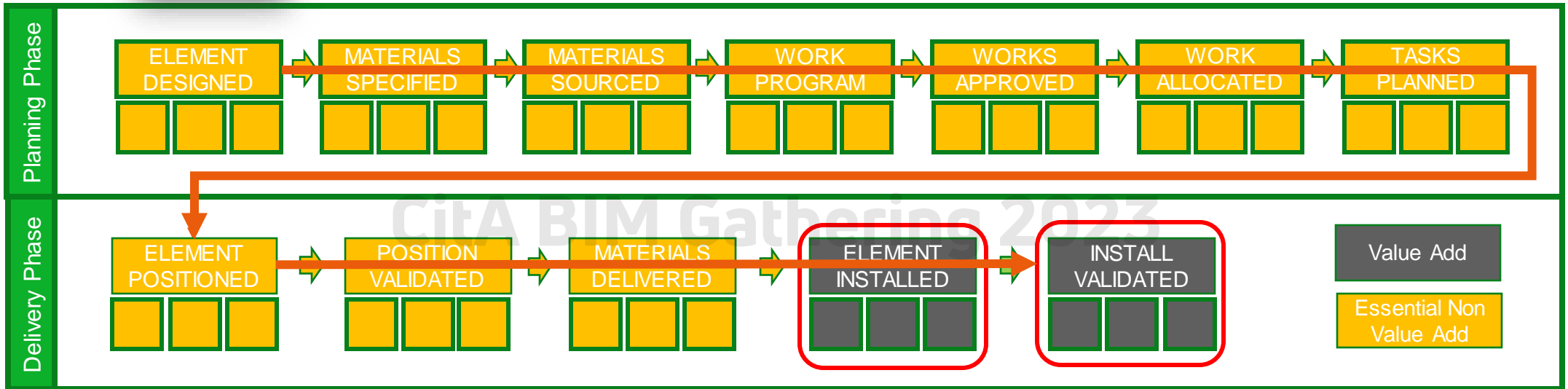
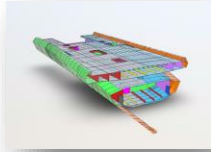
Signature: [] Date: []



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ROI - Deliverables

DIGITAL STUFF →

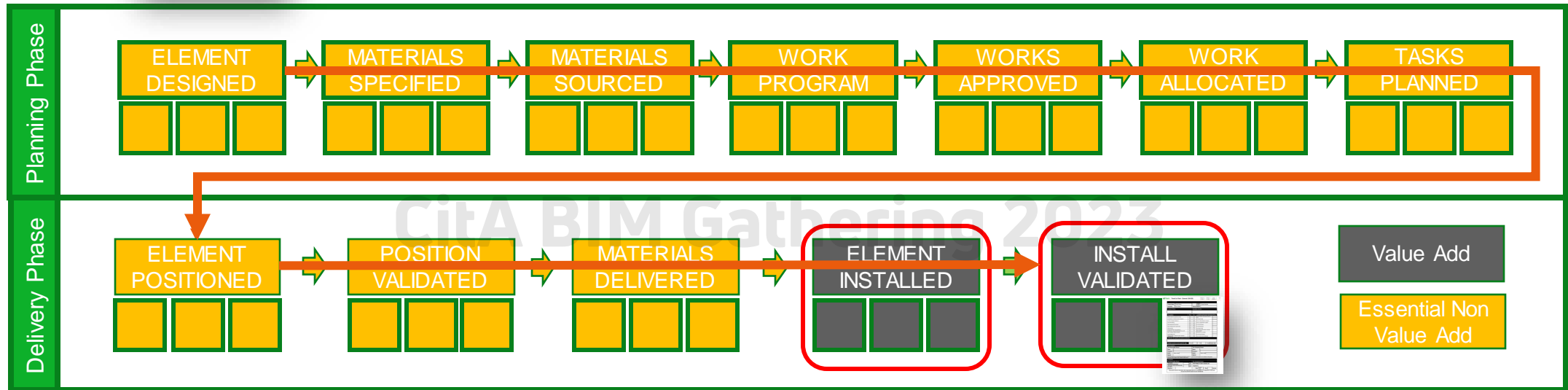
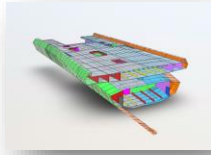


Client Value

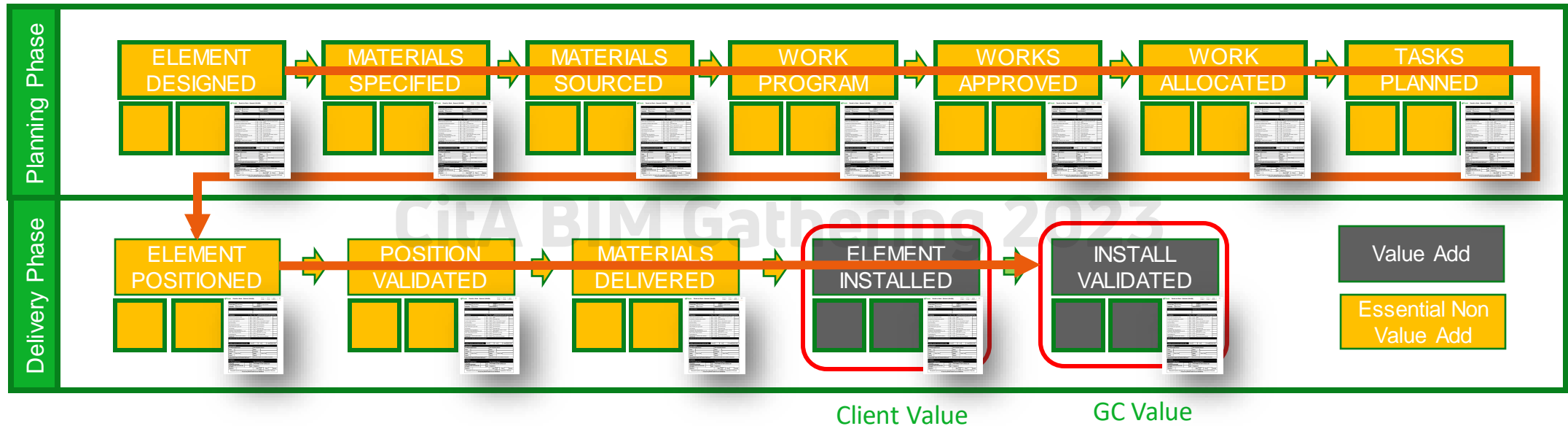
GC Value



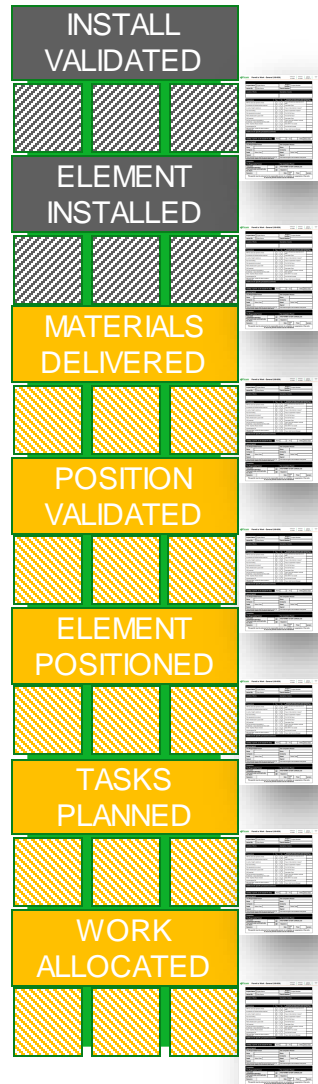
ROI - Deliverables



Tracking Value

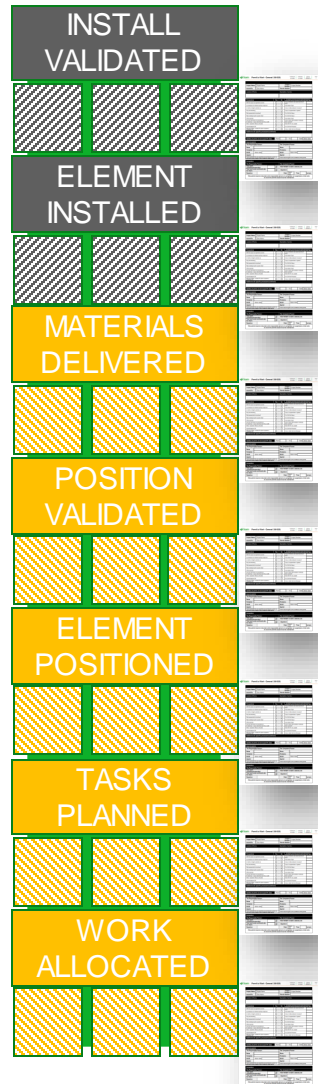


Determining Digital Value



- Tracking information at each stage of process.
 - Delivering information in smaller blocks
- Confirming timely & correct deliverable to information recipient.
 - Issues captured as early as possible in process
 - Actual Metrics NOT Production indicators (PPC)

Determining Digital Value



- Tracking is independent of creation technology.
 - Application neutral but measuring quality of information flow
- Errors are addressed earlier mitigating error cumulation at end of process.
 - Rework, Rework, Rework.....

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What is (Digital) ROI

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return on investment
=
(Digital Technology + Process) * Value Mindset

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Contact (example)

Name Last name

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The Netherlands

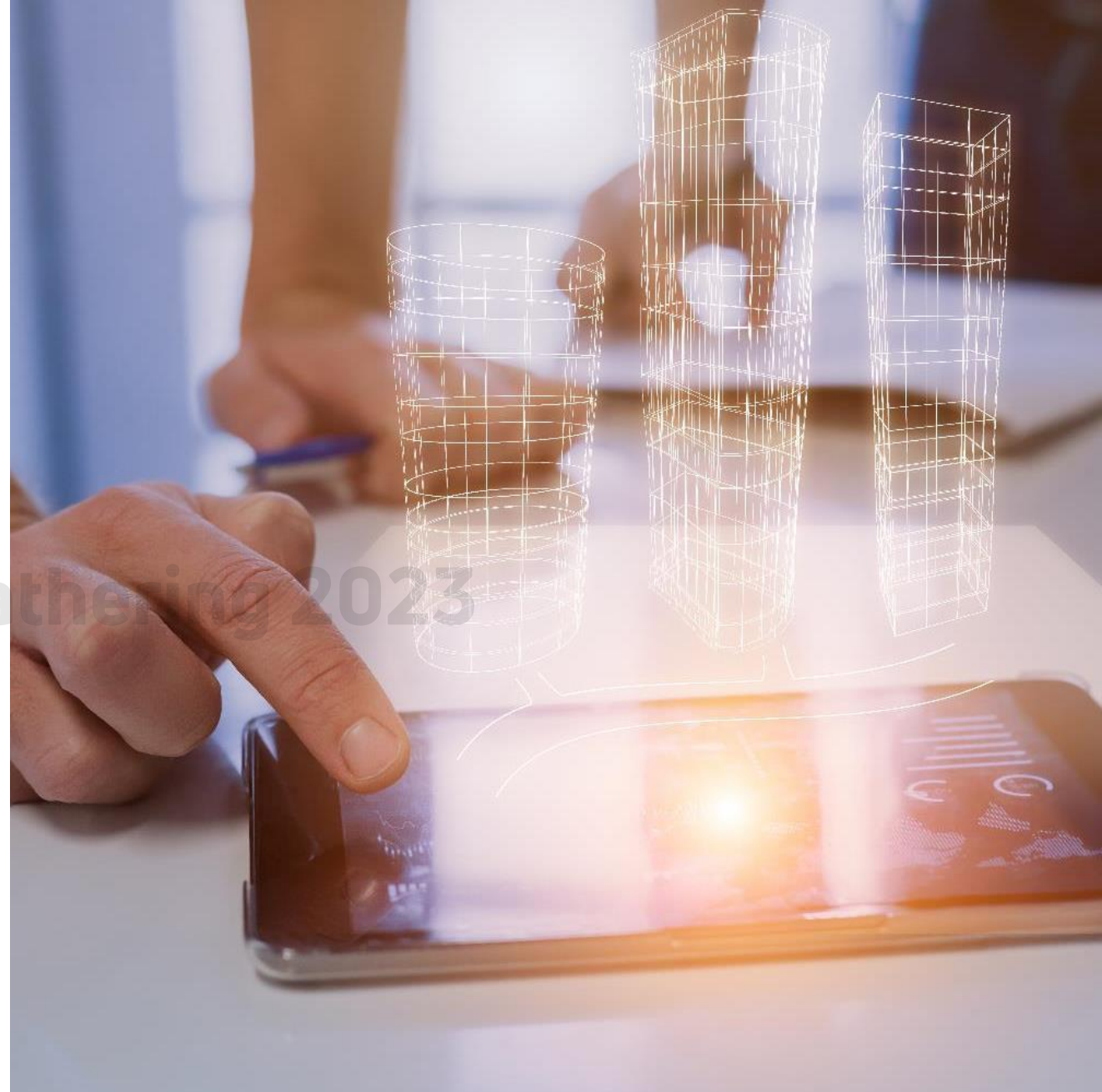
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Text with 1 photo

- A list can be added here, point by point, next to the text
- Please note that if you insert photography, it must have a modern look. We want to be a company of today.

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