

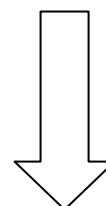
### ROI Computations - ChequeMate™

The ResMan ChequeMate system brings major benefits to Educational Finance Departments who have high volume transactions. In a real world example, the department using the system has;

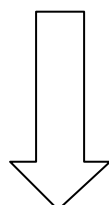
- Significantly reduced errors on reporting.
- Achieved an average turnaround of data increased from 3 weeks to 1 week, 300% improvement.
- Redeployed the 5 admin officers to the field, to provide better admin support to the schools.

It is not easy to put a financial value on these benefits, but **IN ADDITION** the following Return on Investment (ROI) calculations have been made for the installation with 200 schools using the system.

Manual Reconciliation	
<b>Education Finance Department Salaries</b>	
• Salaries, NI & Pension Costs for 6 admin staff at £16,000 pa	<b>£110,400</b>
<b>Education Finance Department Administrative Costs</b>	
• Stationery & postage for 200 schools for 11 periods	<b>£1,000</b>
<b>Schools Admin Costs</b>	
• Stationery & postage from 200 schools for 11 periods	<b>£1,000</b>
<b>Total Annual Costs</b>	<b>£112,400</b>



Automated Reconciliation Year 1	
<b>Software license</b>	
• Assuming web hosting and equipment are already available. Reduce if department has MS SQL Server 2000.	<b>£23,550</b>
<b>Installation &amp; training costs</b>	
• 10 days on site at £580	<b>£5,800</b>
<b>Education Finance Department Salaries</b>	
• 5 staff retained for 3 months at £16,000 as above	<b>£23,000</b>
<b>PLUS Recurring Costs of ChequeMate system</b>	
<b>Education Finance Department Salaries</b>	
• Salaries, NI & Pension Costs for 1 admin officer at £16,000 pa	<b>£18,400</b>
<b>Annual Technical Support</b>	
• At 17.5% of license cost	<b>£4120</b>
<b>Total First Year Costs</b>	<b>£74,870</b>
<b>ROI achieved in 8 months</b>	



Year 2 +	£
<b>Education Finance Department Salaries</b>	
• Salaries, NI & Pension Costs for 1 admin officer at £16,000 pa	<b>£18,400</b>
<b>Annual Technical Support</b>	
• At 17.5% of license cost	<b>£4120</b>
<b>Total Costs, Year 2 +</b>	<b>£22,520</b>
<b>System operates at 20% cost of Manual solution</b>	