



Introduction

When buying any software solution for your business you should determine if the benefits are greater than the cost. Most commonly this is done by calculating an ROI (Return on Investment). There are several ways to calculate this, but the most common and practical when looking at Fishbowl Inventory is calculating the payback period on the purchase price, which can include software and training, or the software alone.

In today's business world software is critical if you intend to remain competitive. Fishbowl Inventory will increase productivity in many areas of your business, provide competitive advantages and open up new revenue opportunities that never existed previously.

You know your business better than anyone so only you can calculate a true ROI, but we at Fishbowl have tried to assist by providing this basic ROI calculator. As you start this process there are important concepts you should consider.

- 1. Automation/Acceleration:** Automation is simply going to allow you to do business processes faster. Not only will Fishbowl inventory accelerate your ability to serve your customers, it will make everyday processes move along at a much faster pace. For Example, you might discover a process in your business that takes 5 hours each week, but with Fishbowl Inventory would only takes 15 minutes. Week after week savings like this really add up. This will also lead to more informed business decisions based on better and timelier information.
- 2. Increase Revenue:** With Fishbowl Inventory's ability to automate and accelerate your business, you should discover new opportunities to increase existing revenue streams or create new ones that were not possible prior to Fishbowl Inventory. You might be able to sell more inventory simply because you can bring product in faster, ensure you never have a stock-out, or can move orders out the door more quickly and efficiently. You might also discover that you can expand your product offering due to the ability to better track and manage inventory.
- 3. Communications & Collaboration:** Being able to communicate with others easily in an accurate and timely fashion is key to getting work done. Automation in this area can create great benefits for any organization. Again, you can often cut a process that took hours to only a few minutes, dramatically reducing expenses and improving the bottom line.
- 4. Workforce Optimization:** With the right software one person can do the work of three. The cost savings can be dramatic. Then factor in deploying those extra employees in other areas of your company to help generate additional revenue. In today's highly competitive economy this can often be the difference between success and failure in business.
- 5. Compliance:** This one is often missed in an ROI. You could be losing money simply because you have no process to enforce compliance with pricing or other policies. With Fishbowl Inventory you get compliance that ensure profits are maximized, procedures are consistent and processes are enforced for greater efficiency and profitability.

You provide the assumptions and numbers, and we'll tell you how quickly your investment in Fishbowl inventory will pay for itself. **Let's get started.**

1. Automation & Acceleration

Data Entry & Data Entry Errors

In today's world there is no excuse to enter data into different systems two or three times. There is no excuse for data errors due to manually entering data into systems again and again. Data entry should be done once when possible, otherwise you're wasting time and introducing opportunities for human error. Often those human errors can cost your company lost profits or even lost customers. If you combine Fishbowl Inventory, with QuickBooks and Intuit Merchant Services, you will virtually eliminate all multiple data entry tasks. Take the time to calculate your savings by reducing data entry problems.



Estimate hours saved per month by reducing/eliminating multiple data entry with (Pick only one below)

• Fishbowl Inventory seamlessly integrated with QuickBooks _____ hrs.

OR

• Fishbowl Inventory, QuickBooks & Intuit Merchant Services _____ hrs.

• Average cost per hour for data-entry labor _____ \$

Total Monthly Savings in Reduced Data Entry _____ \$

• Estimate monthly savings in sales, A/P and A/R due to fewer data-entry errors _____ \$

• Estimate monthly saving due to increased customer satisfaction & retention _____ \$

Total Monthly Savings Due to Preventing Data Entry Errors _____ \$



Receiving, Pick, Pack & Shipping

With or without Fishbowl Mobile Warehouse (FMW) there are great savings to be had in receiving and shipping products using barcode scanning.

You'll find savings in moving inventory between warehouses, or from warehouse to storage rooms or trucks. Monthly manual inventories, and searching for items can be a thing of the past. Here are some basic areas where most companies experience ongoing savings.

Hours saved monthly:

- Scanning inventory in or out of system
- Not physically searching for inventory
- With automated shipping process
- Eliminating routine manual inventories
- Average cost per hour for labor

Total Monthly Savings in Receiving, Pick Pack & Ship

Total Monthly Savings Due to Automation & Acceleration

2. Increase Revenue

Existing Revenue Stream

When you start using Fishbowl inventory you'll discover opportunities to increase revenue. Often revenue is lost due to stock-outs, not being able to find the inventory at the moment you need it, or having time-consuming manual processes in order fulfillment that simply take longer than they should. Being able to bring inventory and supplies in on time, track their every step, and then quickly ship ensures you are maximizing revenue opportunities. Take a moment to consider how Fishbowl can improve your current revenue streams.

Estimate increased monthly revenue due to:

- Automated reordering
- Automated work orders/purchase orders
- Never having a stock-out
- Knowing exactly where inventory is located
- Improved shipping & handling

Estimated Monthly Increase in Existing Revenue

Potential New Revenue Streams

With these greater efficiencies and automated processes you now have the ability to expand your product offering or services, free capital tied up in excess inventory and focus those resources on creating new revenue streams that were not previously possible. New revenue opportunities also exist in other areas that only become obvious when you understand your specific business limitations without a solution like Fishbowl. Do your best to estimate any new or improved revenue opportunities you'll enjoy once you have Fishbowl Inventory up and running.

Estimate additional revenue per month from:

- Increased product offerings
- From new service offerings

Estimated Monthly Increase in new revenue

Total Increase in Monthly Revenue

3. Communications & Collaboration



Without the automation Fishbowl Inventory provides your business, you may be requesting information that takes days or even weeks to get. Critical business decisions are often delayed and customer requests can go unanswered. Being able to communicate in a timely fashion is critical to running a business in today's highly competitive business world. It is critical to collaboration within your company, as well as with partners and even customers. Simple features like Fishbowl's integration with FedEx and UPS simplify communication and collaboration in your shipping department. Depending on the nature of your business, you might enjoy great benefits and cost savings across multiple areas within you business once Fishbowl is providing real time data and reports. Take a moment to think about and identify potential cost savings your business might have with Fishbowl Inventory.

Estimate the number of hours saved monthly:

- In collecting data _____ hrs.
- In building reports _____ hrs.
- Automating shipping with FedEx and UPS _____ hrs.
- Average cost per hour for labor _____ \$

Total Savings Due to Improved Communications & Collaboration _____ \$

4. Workforce Optimization

Optimizing your workforce is something most companies want to do, but don't have a solid solution to get the work done with fewer employees. Fishbowl is an ideal solution in helping companies reduce their workforce size by providing critical automated processes throughout the business. With Fishbowl these process are done faster and can eliminate costly human error. For most businesses, it isn't easy to make decisions like this, but take a moment to consider what savings are possible. You may not use every feature Fishbowl has to offer, so look at those key areas you know you will want Fishbowl to handle and see if you may be overstaffed in those areas.



- Estimate the number of hours saved monthly from reducing, full-time, part-time or temporary employees once Fishbowl has automated your business processes. _____

- Average cost per hour for labor _____

Total Savings Due to Workforce Optimization _____

5. Compliance



Pricing Rules

Maximize profits by applying Fishbowls unlimited pricing rules to both customers and products. Once the rules are set, pricing will automatically reflect those rules, ensuring compliance, preventing loss of revenue due to human error.

- Estimate the average dollars that might be saved per month automating pricing rules

\$

Inventory Costing Methods (LIFO, FIFO, Standard & Average Costing)

With Fishbowl Inventory you can decide which inventory costing method is going to save you the most money. Once set it will take care of everything for you in Fishbowl and automatically feed the appropriate financial data to QuickBooks.

- Estimated Monthly Savings due to Automated Costing Methods

\$

Total Savings Due to Automated Compliance

\$

Total Investment and Break Even (ROI)

• Software and Hardware Costs ————— \$

• Training Cost ————— \$

Total Investment ————— \$

Total Estimated Monthly Savings ————— \$

ROI

Based on the above savings, Fishbowl Inventory will pay for itself (ROI) in months!

Calculating an accurate ROI will require a good understand of the power of Fishbowl and how its robust feature set can impact your business. **We highly recommend that you schedule a one-on-one demo with one of our Inventory Software Specialists to see how Fishbowl Inventory can improve your business processes.** They will customize the demo to your specific business needs and greatly expand your understanding of how Fishbowl Inventory can positively impact your business. Once you understand just how powerful Fishbowl Inventory is, you'll be better prepared to complete this ROI tool.



Fishbowl
Now you can swim with the sharks!®

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