

Business Value of SharePoint

Quantified Examples



Brocade
Communications

- Intranet access to information **reduced help desk calls by 30%**

Glu Mobile

- New portal from design to **completion in four months. Estimated twice that long** using open source technologies.

Ampacet
(manufacturer)

- Accelerated **product development cycles by 50%**, increased **new product revenue by 125% (\$60,000,000)**

BT Financial
Group

- Automated forms and workflow processes yielding **\$540,000 per year in savings.**

Del Monte Foods

- **Shortened cycle time** to modify and improve formula change in manufacturing process by **33%**

**Likely
Qwest
enhancement**

Business Value of SharePoint

Quantified Examples

Deniz Bank

- **Shortened cycle time** for new credit card customer with automated forms and work flow process by **94%**
- Increased ability to respond to customer demands during peak period resulted in **30% increase in business volume processed.**

DET Victoria (Gov't)

- **Streamlining processes** with collaboration for savings of **\$208,000 per year.**

ILF

- **Reduced printing costs by at least 50%** by reducing need for paper documents.

Melbourne Airport

- Automated forms and workflow process in building approvals **reduced process for completion from four hours to five minutes.**
- **Eliminated eight hours to organize and hold executive meetings for approvals.**

Business Value of SharePoint

Quantified Examples

Orick (Law Firm)

- **New process** for contract processing eliminated cost of processing paper contracts and documents for **savings of \$1.1 million** per year

Taser
(Manufacturing)

- Using new Intranet capabilities, **launched a new product in 8 months** compared to **taking 24 months** previously.

W.A. Wilde
Company

- **50% reduction in campaign development time** from 7 days to 3.5 days.

European
Railway Agency

- Ease of use and training reductions for online collaboration **boosts staff productivity by 50%**

Business Value of SharePoint

Quantified Examples

Wimberly Allison Tong & Goo

(International
architectural design firm)

- **500 employees**
- **\$2.4 MM savings** from improved real-time collaboration, workflows, and electronic modification of forms

(Large Telco Company)

- Workflows + Forms Services + enhanced content management generates 15% Investment Tax Credit
- \$150,000 annual savings by eliminating redundant content management systems

Equiniti

- **Marketing self-publishes to portal, saves 100,000 call center operations**

HealthStar

- Search reduces proposal time by 60%
- Search reduces executive time by \$500,000

Business Value of SharePoint

Quantified Examples

Mary Kay

- **Search + Forms Services** reduces procurement cycle time from 10 days → 4 days

Under Armour

- Search on product image library reduces sales call times by 50%

Banco de Venezuela

- Line of Business data integration **reduces claims resolution time by 45%**
- **Savings of \$3,000,000/year**

Muckleshoot Indian Casino

- Dashboard views reduces action response time from 3 days to 30 minutes