Brooke Hirst

Dear CIO Doyle,

Implementing Microsoft SharePoint will bring our company $9,875,250 in billable revenue over three years. Microsoft SharePoint software provides the latest secure collaboration platform in order to maximize our company’s output. Ultimately this small investment in collaboration efficiency will bring our company millions in future net income.

SharePoint is a Microsoft product that enables businesses to meet their diverse needs in collaboration and security. SharePoint does this by allowing the user to manage and search documents in real-time. This means that more than one user can access and update a document at the same time, saving valuable time. SharePoint enables a user to publish reports and business information, track contacts, display information from other databases, use blogs, wikis, and discussion boards in order to further maximize employee collaboration level. When the user logs in, SharePoint displays a home page called TeamSite. The TeamSite serves as a central point in the program. Here, the software provides links, tabs, and resources to enable SharePoint’s capabilities. Once the information is shared with the system, SharePoint provides secure transportation and security from outside sources. This enables the company to conduct business more efficiently and secure.

Implementing Microsoft SharePoint would not only increase our net income by $1,846,250 over a three year period, but provide the latest collaboration, security, and efficiency platform for our company. To run our company most efficiently, we would need an initial investment of $100,000 and yearly maintenance fees of $54000 over 3 years. Still, this increase in company efficiency would lessen our backlog and increase our billable hours by 400 hours per PMP. This would bring our company $666,750 more in billable revenue per year, and $2,000,250 over three years. Ultimately, Microsoft SharePoint will provide us with a secure business collaboration platform, and bring our company more revenue.

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Current Revenue(3 year basis):** | | | | |  |  |  |
| 10 PMPs \* 1500Hours \* $175 = $2625000/year | | | | | |  |  |
|  |  |  | |  |  |  |  |
| $2625000\*3= $7875000 | | | |  |  |  |  |
|  |  |  | |  |  |  |  |
| **New Plan Revenue:** | |  | |  |  |  |  |
| 400 Hrs/year increase in billable time per PMP | | | | | |  |  |
|  |  |  | |  |  |  |  |
| (1500+400)Hours \* 9PMPs \* $175 =$2992500 | | | | | |  |  |
|  |  |  | |  |  |  |  |
| **SharePoint specialist PMP** | | | |  |  |  |  |
| (1900-190)Hours\* 1PMP \*$175= $299250 | | | |  |  |  |  |
| $2992500+ $299250= $3291750/year |  |  | |  | |  |  |
| $3291750 \*3 years= $9875250 Total Revenue | | | |  | |  |  |
|  |  | |  |  |  |  |  |
| **Increase in Billable Revenue:**  400Hours \*9 PMPs \*$175= $630000  (400-190)\*$175= $36750  $36750+$630000= $666750/year increase  $666750\*3years= $2000250 |  | |  |  |  |  |  |
| **Costs:** |  | |  |  |  |  |  |
| initial cost of implementation: $100000 | | | | |  |  |  |
| 18% annual maintenance: 3years\* $18000= $54000 | | | | | |  |  |
|  |  |  | |  |  |  |  |
| **Net Income over 3 years:** | | | |  |  |  |  |
| $9875250- $154000= $9721250 | | | |  |  |  |  |
|  |  |  | |  |  |  |  |

"Microsoft SharePoint for Dummies." For Dummies. John Wiley & Sons, Web. 17 Mar 2014.

<http://www.dummies.com/how-to/content/microsoft-sharepoint-2010-for-dummies

cheat-sheet.html>.