

With the current system in place, our PMPs are currently billing out only 75% of their time. This not only limits the revenue for our company, but it creates a considerable backload of work. By implementing Microsoft's SharePoint, a collaboration software, our PMPs will be able to eliminate our backlog of work and increase their billable hours from 75% to 95%, increasing our revenues by \$1,846,250 in a three year period.

SharePoint is a suite of applications that makes collaboration easier by eliminating redundant files. A key component of SharePoint is the ability to make a SharePoint site, which offers workspaces and tools that your team can use to track projects, coordinate schedules, and collaboratively create and edit documents. Instead of emailing documents and editing them on each individual workstation, our PMPs will be able to use a SharePoint site and work on a single document that is updated to the latest version. In addition to the ability to collaboratively create and edit documents, SharePoint sites also makes sharing important information fast and simple. So, if any one of our PMPs finds valuable information, they would be able to share that information with everyone in their team. These capabilities that SharePoint sites offer will improve the productivity of our team of PMPs and will allow them to create value for our clients.

Implementing SharePoint into our company will not be cheap, with an initial cost of \$100,000 for hardware and software, and an annual cost of \$18,000 for maintenance. One of our PMPs will also need to spend 10% of their time administering this new system and will not be able to generate revenue. However, with the implementation of SharePoint our PMPs will be able to increase their billable hours from 1,500 hours/year to 1,900 hours/year out of a 2,000-hour work year. Excluding the initial \$100,000, this will increase our revenues by \$648,750 a year compared to the current system our PMPs use. This increase in revenue will compensate for the \$100,000 initial cost and \$18,000 annual costs in maintenance within the first year of implementation. This means that in a period of three years SharePoint will increase our revenues by \$1,846,250.

**Current Revenue**

Billable Hrs (per yr):	1,500			
Average Rate (per hr):	\$175			
Total Per Year:	\$262,500	* 10 PMPs =		\$2,625,000

**After Investing in SharePoint**

Billable Hrs (per yr):	1,900			
	Year 1	Year 2	Year 3	Total
9 Regular PMPs revenue:	\$2,992,500	\$2,992,500	\$2,992,500	\$8,977,500
SharePoint Expert PMP	\$299,250	\$299,250	\$299,250	\$897,750
Hardware/Software	\$100,000			\$100,000
Maintenance	\$18,000	\$18,000	\$18,000	\$54,000
Total Revenue:				\$9,721,250

Work Cited

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