

Collaborating Increased Revenues with SharePoint

Adding Microsoft SharePoint to our technology portfolio will enable the firm to increase total revenues over 3 years by \$2,100,000. SharePoint enables real time connectivity and collaboration of documents, allowing us to increase billable hours. Implementation of a Microsoft SharePoint system will provide a 3 year net revenue increase of \$1,846,250.

Microsoft SharePoint is a cloud based “collaboration and document management platform” (AIIM). SharePoint will allow our PMPs to increase their connectivity and collaboration by centralizing our documents and proprietary materials. This centralization creates real time document sharing and retrieval. Furthermore, it prevents our PMPs from working on different versions of the same document, decreasing contract negotiation time. Having this real time connectivity and collaboration increases our billable hours by 20% annually, enabling us to reduce our backlog and create value for our clients.

Implementing a Microsoft SharePoint system requires investing \$100,000 upfront in hardware and software with various yearly expenses equaling \$51,250. The total costs over 3 years are \$253,750. A SharePoint system will create an increase of 11,430 billable hours over 3 years; \$175 per hour in increased revenue. This billable hours increase translates into a 3 year total revenue increase of \$2,100,000. The 3 year net revenue increase is \$1,846,250.

Table 1.1 - 3 Year Forecast

	Year 1	Year 2	Year 3	Totals
Costs				
Hardware and Software Procurement	\$100,000	\$0	\$0	\$100,000
Hardware and Software Maintenance	\$18,000	\$18,000	\$18,000	\$54,000
Expert PMP Administration and Support	\$33,250	\$33,250	\$33,250	\$99,750
Total 3 Year Costs				\$253,750
Increased Revenues				
400 More Billable Hours Per PMP	\$700,000	\$700,000	\$700,000	\$2,100,000
Total 3 Year Increased Revenues				\$2,100,000
3 Year Net Increased Revenues				\$1,846,250
3 Year Total Increase in Billable Hours	3810	3810	3810	11,430

References

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