Flash Research Paper: SharePoint

Utilizing the company’s current process for contract creation will result in $1.8 million in avoidable revenue losses over the next three years. To capture the lost revenues the company will need to invest in SharePoint software to increase project management professional (PMP) billable hours by 3810 hour/year. SharePoint increases PMP productivity by reducing the time PMP currently requires to file and share contract documentation.

SharePoint increases PMP productivity by streamlining repetitive sales forces processes. The software accomplishes this by serving as a content management system for employees to store and share documents required to complete client contracts. Specifically documentation for client contracts will be stored on a cloud server to reduce the time PMP currently require to share documents by hand and through email. In addition to sharing documentation through a cloud server, PMP’s can save time by having access to reusable contract templates available on SharePoint platform. Together the utilization of reusable templates and centralize cloud storage through SharePoint will increase individual PMP productivity from 1500 hours/year to 1900 hours/year.

The 400 hours/year of increased productivity per an employee will result in a net benefit of $1.8 million over the next three years. In order to acquire this net benefit the company will need to invest approximately $253 thousand over the next three years in order to purchase the SharePoint software, train employees, and maintain the platform’s servers. Overall by investing in SharePoint software the company will increased revenues to $10.0 million over the next three years.

Table 1

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Income Without SharePoint | | | | |
|  | Year | | |  |
| Revenue/Expenditure | 1 | 2 | 3 | Total |
| PMP Billable Hours | $2,625,000.00 | $2,625,000.00 | $2,625,000.00 | $7,875,000.00 |
|  |  |  | 3 Year Net Income | $7,875,000.00 |
| Table 2 |  |  |  |  |
| Income With SharePoint | | | | |
|  | Year | | |  |
| Revenue/Expenditure | 1 | 2 | 3 | Total |
| PMP Billable Hours | $3,325,000.00 | $3,325,000.00 | $3,325,000.00 | $9,975,000.00 |
| Hardware/Software | -$100,000.00 | $0.00 | $0.00 | -$100,000.00 |
| Maintenance | -$18,000.00 | -$18,000.00 | -$18,000.00 | -$54,000.00 |
| Administrative Services | -$33,250.00 | -$33,250.00 | -$33,250.00 | -$99,750.00 |
|  |  |  | 3 Year Net Cost | -$253,750.00 |
|  |  |  | 3 Year Net Income | $9,721,250.00 |
| Table 3 |  |  |  |  |
| Income With SharePoint | $9,721,250.00 |  |  |  |
| Income With SharePoint | $7,875,000.00 |  |  |  |
| 3 Year Net Cost | -$253,750.00 |  |  |  |
| 3 Year Net Benefit | $1,846,250.00 |  |  |  |
| ROI | 627.59% |  |  |  |

Works Cited:

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