

Library of Potential Value Drivers

- Improves success rates of new product launches
- Enables entry into new market segments
- Enables faster introduction of new products
- Reduces billing errors
- Increases market share
- Improves customer access or convenience
- Increases number of customer referrals
- Improves distribution turnaround time
- Improves distribution capacity
- Increases employee productivity
- Increases production output
- Increases average size of orders
- Increases ordering frequency
- Enables product pricing increases
- Increases customer upselling
- Increases sales of complementary products and services
- Increases sales volume/growth of existing offers
- Increases repeat/return business
- Increases average customer lifetime value
- Increases total payables and time to payment
- Reduces accounts receivable asset
- Reduces administrative and sales processing costs
- Reduces management or supervision time
- Reduces product returns or refunds
- Reduces application development costs
- Reduces channel management costs
- Reduces configuration or integration costs
- Reduces customer claim payments
- Reduces defect costs
- Reduces employee recruiting costs
- Reduces employee salary and benefits costs
- Reduces training costs
- Reduces temporary working costs
- Reduces materials costs
- Reduces scrap costs
- Reduces customer acquisition costs
- Reduces customer retention costs
- Reduces error rates
- Reduces finished goods inventory
- Reduces IT hardware costs
- Reduces IT infrastructure costs
- Reduces insurance costs
- Reduces IT labor costs
- Reduces labor costs
- Reduces software licensing costs
- Reduces lost revenue
- Reduces maintenance costs
- Reduces IT maintenance costs
- Reduces marketing communication costs
- Reduces IT middleware costs
- Reduces capital expenditures
- Reduces networking/communications costs
- Reduces orders errors costs
- Reduces SKUs in product line
- Reduces unsuccessful product launches
- Reduces compliance costs
- Reduces administrative costs
- Reduces miscellaneous IT costs
- Reduces miscellaneous operations costs
- Reduces miscellaneous sales costs
- Reduces outsourcing costs
- Reduces product development costs
- Reduces property, plant, and equipment
- Reduces hiring costs
- Reduces regulatory/reporting costs
- Reduces service center labor costs
- Reduces shipment error costs
- Reduces shipping/freight costs
- Reduces testing/QA costs
- Reduces legal damages/fines
- Reduces legal fees
- Reduces outside services costs
- Reduces equipment rental costs
- Reduces travel and entertainment costs
- Reduces work-in-process inventory
- Reduces workers comp claims/costs
- Reduces channel throughput costs