



Webinar Worksheet

**Calculate the personnel cost of using subpar computers for CAD
and convince upper management that professional CAD workstations will pay for themselves!**

Step 1: Calculate hourly cost of CAD user(s).

For a given CAD user:	For example:	Notes:
Salary	\$70,000	Annual pay for a given or average user
Plus benefits	× 1.2 = \$84,000 per yr	Benefits equate to 20% of salary, typically
Hourly pay (minus vacation time)	/ 1,920 hrs = \$43.75 per hr	Employee works 48 weeks (1,920 hrs) per yr

Step 2: Calculate annual cost of slow computer performance and down time.

For the above CAD user:	For example:	Notes:
Time lost per week	15 min per day × 5 days = 75 min per wk	Based on user estimate (considering time spent rebooting and waiting on processing, slow video performance and plotting, etc.)
Time lost per year	× 48 weeks = 60 hrs lost per yr	Multiply by the number of weeks worked per yr (as calculated in Step 1)
Cost of lost time	× \$43.75 hourly rate = \$7,875 per yr	Calculated in Step 1

Step 3: Calculate workstation ROI (savings/cost).

For the above CAD user:	For example:	Notes:
Savings (cost of user's wasted time)	\$7,875 per yr	Calculated in Step 2
Cost of professional workstation	\$3,000 workstation price ¹ + \$130 installation cost ² = \$3,130 total	¹ Use the known cost based on your research, or substitute \$3,000 (average/typical CAD workstation price) ² IT personnel hourly rate × 2 hrs (\$65/hr in this example)
ROI (savings / cost)	\$7,875 / \$3,130 = 252% over three yrs = 84% annualized	

Show Your Boss! In this example, a workstation that costs \$3,130 saves \$7,875 over its three-year lifespan — an 84% annual ROI! Better CAD workstations make financial sense!



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