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	$\times$ 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 cost of slow computer performance and down time.

For the above CAD user:	For example:	Notes:
Time lost per week	15 min per day $\times$ 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	$\times$ 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	$\times$ $43.75 hourly rate = $2,625 per yr $\times$ 3* **= $7,875 over three yrs**	Calculated in Step 1 *Typical lifespan of a CAD workstation

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

For the above CAD user:	For example:	Notes:
Savings (cost of user's wasted time)	$7,875 over three yrs	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 $\times$ 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!

❖   ❖   ❖

Access the recording and other webinar resources at www.cadalyst.com/RGwebinar1.

Visit Cadalyst.com/Management and the Cadalyst Library
for CAD management advice and free downloadable resources.

cadalyst