



CWTTTM
WORKTOOLS

R.O.I.

Provided by



We performed our own tests to verify the 70% increase in production speed claimed by CWTT Worktools. We found their claims to be entirely justified, perhaps even conservative. The following case study demonstrates how much time and money you can save by using the CWTT Work Table.

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Quick Overview

Over the next few pages, you will review a hypothetical production situation that shows how much faster a CWT is compared to applications performed manually. Here is a snap shot of the results we produced:

Key Performance Indicator	Manual	CWT
Labor cost per application (\$)	\$3.00	\$0.90
Gross earnings per month	\$9,600.00	\$32,000.00
Net earnings per month	\$6,720.00	\$29,120.00
Labor cost savings per month	-	\$2,016.00
Time savings per day	-	5 hrs 36 minutes

Labor Cost Savings Per Application

Parameters	Manual	CWT
Average minutes per application	10	3
Applications per hour	6	20
Applications per day	48	160
Minutes per work day	480	480
Hours per work day	8	8
Labor cost per hour (\$)	\$18.00	\$18.00
Labor cost per application (\$)	\$3.00	\$0.90

- By using a CWT you can increase your output by 14 applications per hour and 112 applications per day.
- This is a 233% increase in productivity. You also save \$2.10 per application - 70% savings.
- Manual vs. CWT (given that you charge customer \$10 per application)
Manual: 6 applications per hour X \$10 per application = \$60 earned per hour for applications
CWT: 20 applications per hour X \$10 per application = \$200 earned per hour for applications

Monthly Increase in Output, Productivity and Earnings

Parameters	Manual	CWT
Work days per month	20	20
Applications that can be completed during the month	960	3200
Total labor cost per month	\$2,880.00	\$2,880.00
Your customers' price per application	\$10.00	\$10.00
Gross Earnings per month	\$9,600.00	\$32,000.00
Net Earnings per month	\$6,720.00	\$29,120.00

*Denco Sales does not suggest selling any applications at that price. This is a hypothetical scenario designed to demonstrate savings/earning potential and the model can be applied to your specific costs and pricing.

*Gross and Net earnings do not consider cost of materials

- If you give yourself the same labor budget of \$2,880, you can produce 2240 more applications per month. This is a 233% increase in productivity.
- If you charge your customer \$10 per application, and you complete 2240 more applications in a given month, you would net an additional \$22,400 for that month (233% increase).
- If you purchased the CWT 1647 Table (15'5" x 5'3" - \$22,340), this one month's additional profit would pay for the table outright.

Cost Savings When Producing the Same Number of Applications per Month

Parameters	Manual	CWT
Applications scheduled to be completed during the month	960	960
Total labor cost of applications for the month	\$2,880.00	\$864.00
Labor cost savings for the month	-	\$2,016.00

*Based on \$18/hr labor rate. \$3 per application (manual) and \$0.90 per application (CWT).



If you assume a set demand of 960 applications per month, you will reduce your labor cost for the applications by \$2,016 (70% lower cost).

At this savings rate, you would be able to pay off the CWT 1647 Table (\$22,340) in 11.5 months.

Time Savings When Producing the Same Number of Applications per Day

Parameters	Manual	CWT
Average minutes per application	10	3
Goal: Completed applications per day	48	48
Applications completed per hour	6	20
Total hours needed to complete applications	8 hrs	2 hrs 24 minutes
Time Savings	-	5 hrs 36 minutes

- Doing the work manually will take all day. Your application specialist will start at 8:00 AM and finish at 5:00 PM (with a 1 hour lunch). If the specialist uses the CWT, they will finish the applications at 10:24 AM, as the labor only takes 2 hours and 24 minutes (5 hours and 36 minutes in time savings - 70% labor time reduction).
- By not paying for the additional 5 hrs and 26 minutes of labor, you are saving \$97.20 on that day. Over the course of a year (240 working days), you would save a total of \$23,328 and you would be able to pay off a CWT 1647 Table (\$22,340) in 11 months.
- Not only do you eliminate the need for overtime, you have the opportunity to invest your saved time into additional production work, sales/marketing efforts, or other non-production related projects. This also gives your schedule flexibility as you can bump up production time lines and create more available hours for your production team.