



VGo RETURN ON INVESTMENT

VGo is affordable: users can be driving around remote locations for less than \$ 6000. Given the strategic value of the individuals using VGo in a typical development project, the return is often self-evident. Businesses using VGo for this application typically report that VGo pays for itself in three months or less.

When users analyze the ROI to their own projects, there are typically four main factors they consider:

- reduced direct travel costs
- avoidance of travel-related downtime
- increased productivity of the connected individual
- increased productivity of the rest of the team.

For example, the following analysis reflects a 12-month development project with a total budget of \$1 million, in which one remote expert (senior engineer, project manager, etc) is separated from his US home office by a domestic medium-haul flight. With these parameters, and leveraging cost estimates from industry sources, the savings from using a VGo would be.

12 month savings		Notes
Travel expenses	\$12,000	1 monthly trip at \$1000 each
Travel related downtime	\$2,500	4 hrs downtime on each trip
Improved productivity of remote engineer	\$10,000	10% of loaded cost of remote engineer (see note)
Improved productivity of rest of team	\$10,000	10% of loaded cost of one central site engineer (see note)
Minimum Project savings	\$34,500	

Note: Studies of telepresence implementations in development teams show improvements in productivity of 10-20% depending on the effectiveness of the implementation. For example: The model here is more conservative, reflecting a saving at the low end of the surveyed range, and without accounting for the incremental benefits of robotic telepresence. The productivity impact on the central site depends on the web of functional interconnections to the remote individual; here again we are conservative, reflecting only a single central site individual heavily impacted by the interaction.

In short, in a typical development project, VGo pays for itself in savings to the project budget in less than three months. In addition, there are other financial benefits over and above these direct impacts on the project budget.

- Improved development productivity gets the product to market sooner
- Increased interaction among team members, combined with reduced aggravation from travel, contribute to employee satisfaction and morale, and aid in employee retention. Better employee retention translates into a financial benefit for the organization as a whole through reduced recruiting costs.