



Retail ROI

Calculating the Value of Remote Access





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Retail ROI

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The ROI Formula


$$\text{ROI} = \frac{\text{Gain from Investment} - \text{Cost of Investment}}{\text{Cost of Investment}}$$

We'll find the **gain** from investment by combining **cost reduction**, **business agility**, and **risk mitigation**. Then, we'll determine the costs of implementing, licensing, and administering **remote control software**.

Cost Avoidance and Issue Resolution



- **Reduce** incident diagnosis time by **18%**
- **Reduce** on-site service trips by **9%**
- **Improve** service trip effectiveness by **20%**

\$265.63 PER **100** **MACHINES** ANNUALLY



Business Agility

1.23



SUPPORT
(HELP DESK)

1.06



STAFF

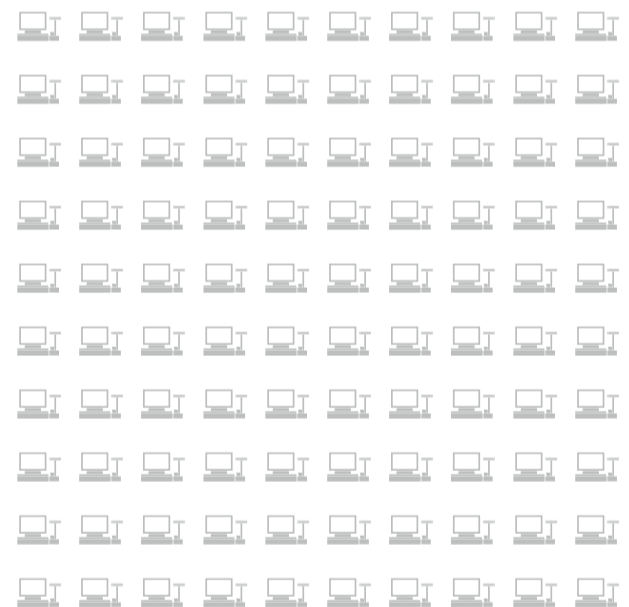
\$76.44



PER

100

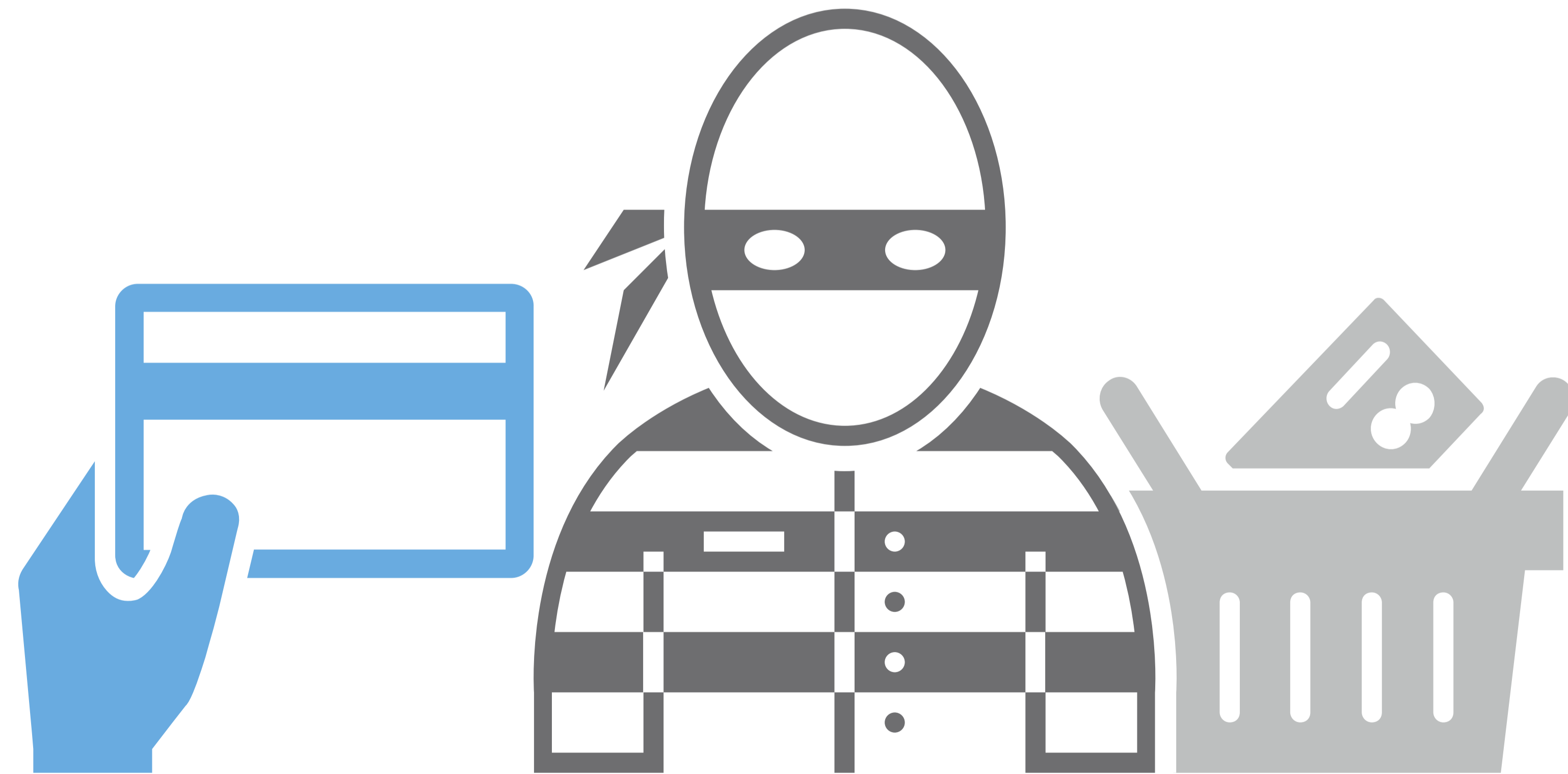
DEVICES
ANNUALLY



Risk Mitigation

Here's how risk mitigation looks for secure remote access in retail.

- **\$156** per record
- **10% chance** of a **data breach** in a given year
- **1% mitigation** by using **Netop Remote Control**
- Value of **remote control** per **100** machines per year: **\$7,800**



Cost of Investment

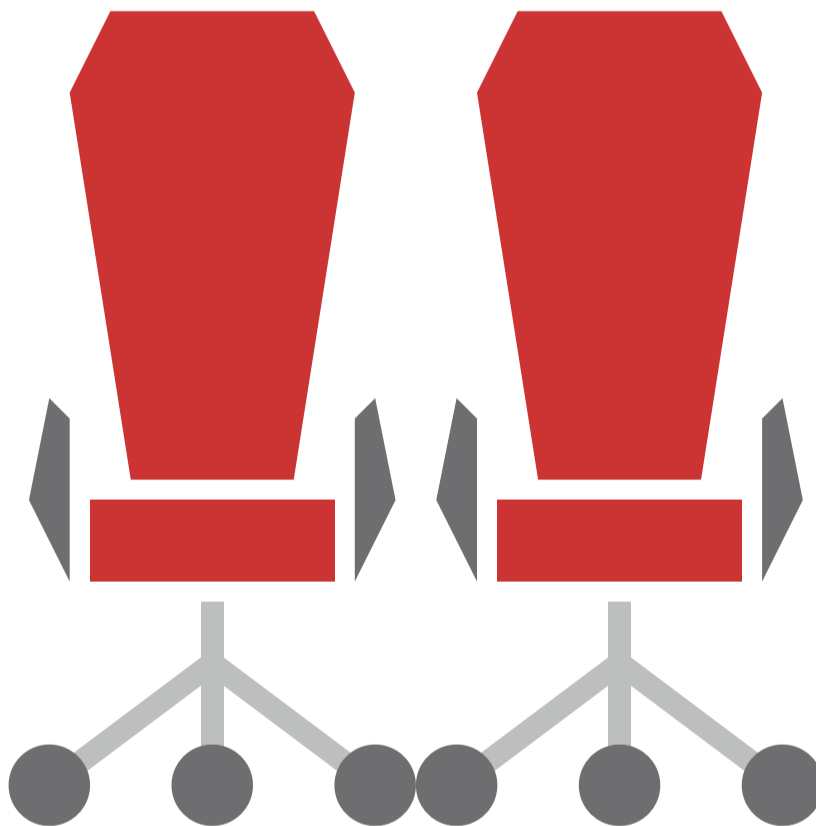
Estimated **setup, administration** and **license costs** for 100 devices: **\$3155**



SETUP



ADMINISTRATION



LICENSES

The Retail ROI Equation

For 100 POS devices:



There is a

↑ **\$24,426**
3-Year Gain

and a

3-Year Cost
↓ **\$9,466**

The diagram illustrates the ROI calculation. On the left, a purple box with a line graph icon contains the text "ROI". This is followed by an equals sign. The numerator consists of a green box with "\$24,426" minus a red box with "\$9,466". This is followed by another equals sign. The denominator is a red box with "\$9,466". This is followed by a final equals sign. On the right, a blue box with a line graph icon contains the text "158% RETURN".

$$\text{ROI} = \frac{\$24,426 - \$9,466}{\$9,466} = 158\% \text{ RETURN}$$

Get Your Custom ROI Calculation

Your **ROI** numbers may be different based on region, business size, and other factors. For your custom ROI quote, submit your information here at

<https://www.netop.com/retailROI>







