

**Dutchess County Enterprise Content Management (ECM) Cost/Savings
Year-by-Year Analysis**

12/28/2012

| Year | ** ECM System | | | ** Cost/Time Savings & Avoidance ** | | | | ** Net Savings ** | |
|------|------------------|------------------|--------------------|-------------------------------------|----------------------|-------------------|--------------------|--------------------|--------------------|
| | Bond Amort | Oper Costs | Total Cost | Staff Time FTE Savings | Paper/Copier Savings | Recs Ctr. Shelves | Total Savings | Yearly Net | Cumulative Net |
| 1 | \$201,600 | \$50,598 | \$252,198 | \$0 | \$0 | \$100,000 | \$100,000 | -\$152,198 | -\$152,198 |
| 2 | \$199,680 | \$50,598 | \$250,278 | \$987,500 | \$25,500 | \$0 | \$1,013,000 | \$762,722 | \$610,524 |
| 3 | \$197,760 | \$92,529 | \$290,289 | \$1,975,000 | \$51,000 | \$0 | \$2,026,000 | \$1,735,711 | \$2,346,235 |
| 4 | \$195,840 | \$92,529 | \$288,369 | \$1,975,000 | \$51,000 | \$0 | \$2,026,000 | \$1,737,631 | \$4,083,866 |
| 5 | \$193,920 | \$92,529 | \$286,449 | \$1,975,000 | \$51,000 | \$0 | \$2,026,000 | \$1,739,551 | \$5,823,417 |
| | \$988,800 | \$378,783 | \$1,367,583 | \$6,912,500 | \$178,500 | \$100,000 | \$7,191,000 | \$5,823,417 | \$5,823,417 |

Payback on Investment after 2.0 Years

Notes

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| A 5-Year Bond for \$960,000 @ 1% interest is assumed |
| Operating Costs are for Software Maintenance. Increase in Year 3 because of purchasing the 2nd portion of the Software Licenses |
| Assumes that Payback (Cost/Time Savings) doesn't begin until after 18 months (After Implementation of key ECM projects) |
| Staff Time Savings is based on: 500 Employees, Average Salary/Benefits of \$79,000, 5% Added Productivity/25 FTEs (although more expected) |
| Paper and Copier Savings based on: 10% savings of Annual Copier Lease (\$360,000) and 10% of Paper/Related Supplies (\$150,000) |
| The Records Center Shelving is based on adding 1,000 sq ft of Rolling Units to match the current Shelving that was bonded in 2006 |