



Case Study

ROBCAR Consulting Group

Project Management Consulting Services

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ROBCAR Consulting Group provides nationwide Project Management consulting services to the industrial and software applications building sectors. The most critical element of any project preparation is the return on investment analysis required for client consideration.

“Due to the nature of both the projects and the clients, none of the “out of the can” stock ROI calculators do the job. They can provide a basic starting point, but lack the specifics or the features to deal with the financial aspects of most of our projects” says Bob Carlson, Principal Consultant.

ROBCAR Consulting Group purchased the ROI-Team modeling training and in a week had completely revised their project preparation methodology. Instead of standard “white cell” spreadsheets covered by MS Word documents and presented in PowerPoint, ROBCAR Consulting Group now utilizes an interactive web-enabled client meeting using the newly built financial ROI modeling tool as a project cost catalog with the capability to selectively quantify all of the different parameters clients utilize to measure project costs and cost effectively.

“After taking the ROI-Team training and implementing the financial modeling techniques our sales cycle time decreased from two months to two weeks. This was the direct result of building an ROI analysis based specifically on our clients’ financial considerations and the capability of the parameter driven ROI to reflect the many changes that the project takes while in the sales process,” says Mr. Carlson.

Mr. Carlson credits the new model with “greater financial flexibility, greatly improved readability and in total, greater credibility with the client base. The ability of the model to quickly and interactively change parameters and cost factors promotes quicker decision making on the part of our clients.”