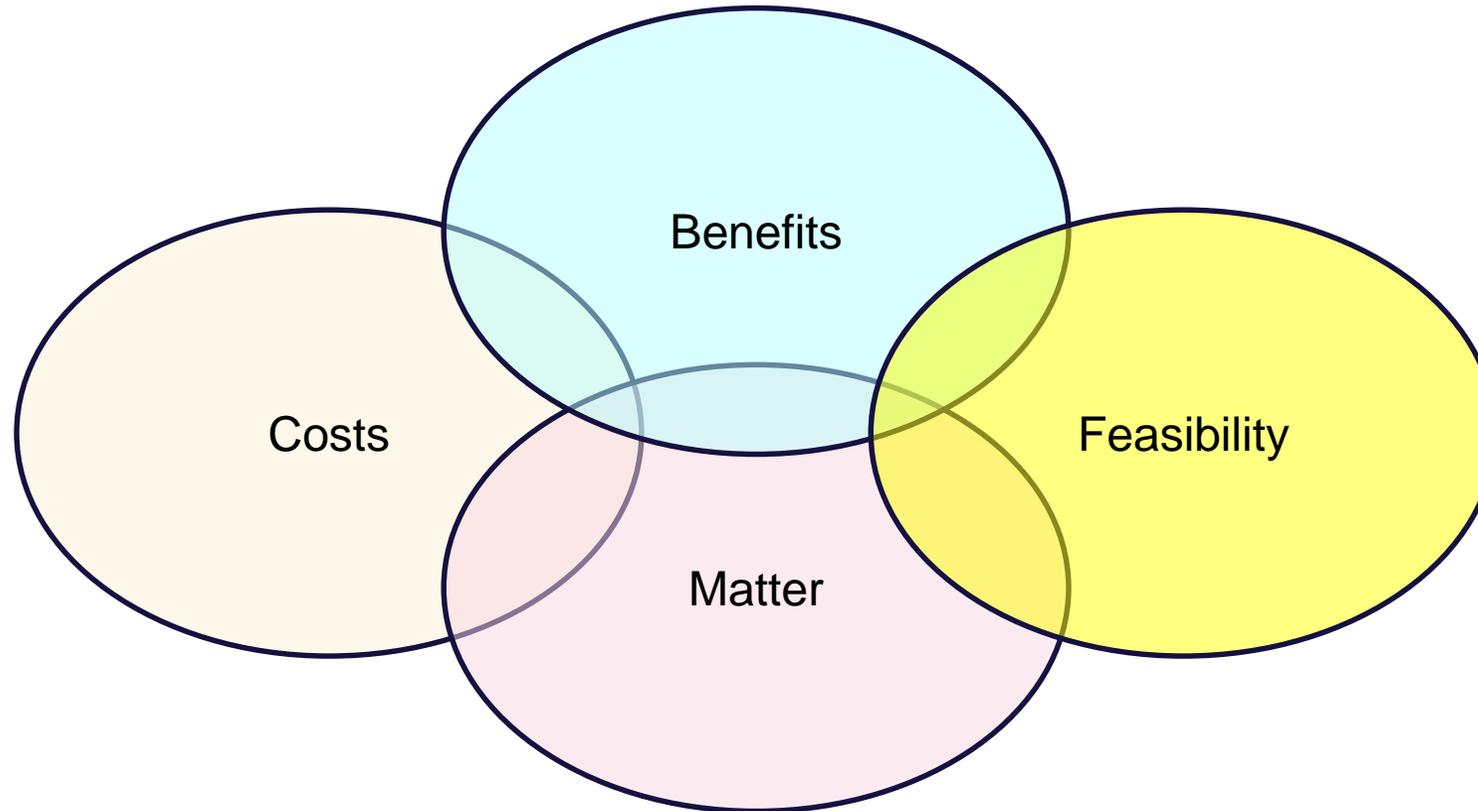


Aspects in business cases

Economical, qualitative, internal, external, certain, uncertain benefits

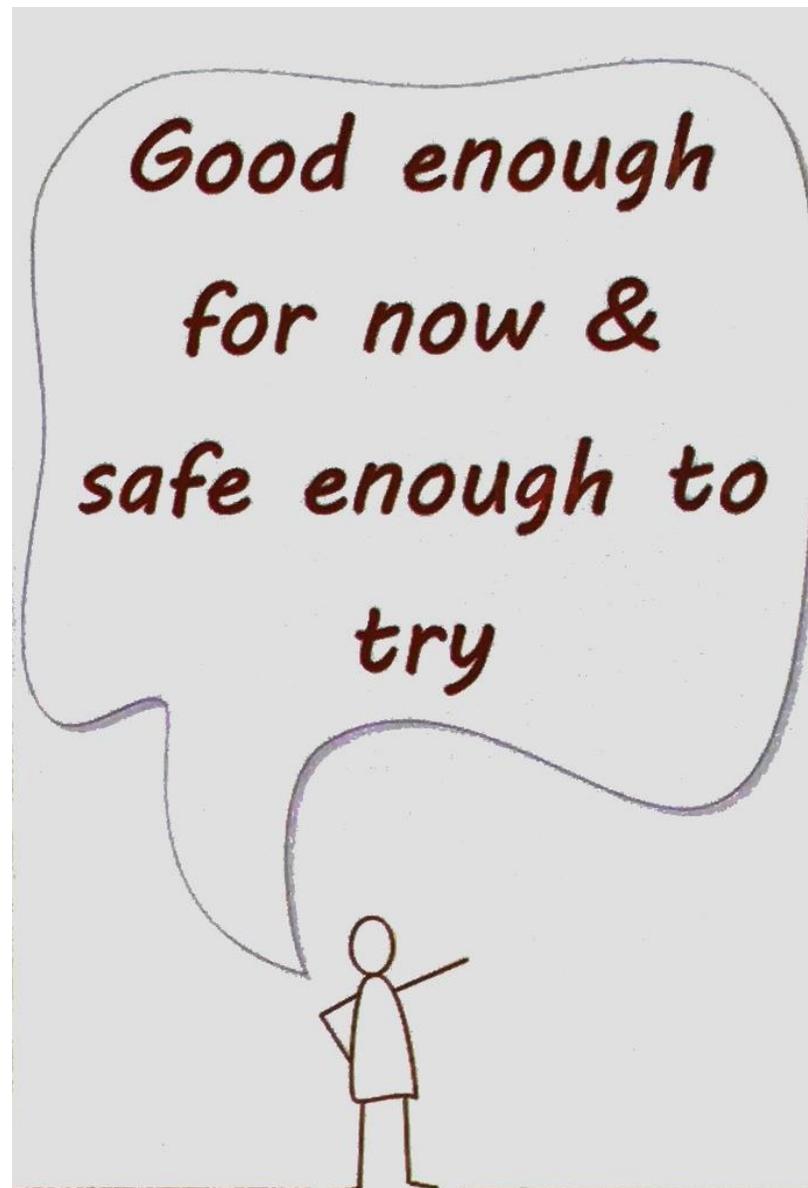
Development costs
Maintenance costs
Management costs



Risks are:
Competence,
resources,
architecture, time plan,
technical
prerequicites, judicial
prerequicites

Target achievement,
strategies, political matters,
technical matters,
organizational matters

Just remember...



Business case, a real life case

- Surgery uses 2 10ml syringes at every surgery, prepared for backup anesthesia, instead of 1 20ml syringe
- 10ml syringe is USD1 and 20ml is USD1.4
- 20 surgeries a day (in just this unit) means $40 * 1 = \text{USD}40$ instead of $20 * 1.4 = \text{USD}28$
- Surgery 350 days a year \Rightarrow USD10000 of possible saving each year in *one* operating unit.

Business case, a real life case

- Surgical gloves - should be 5 pieces per operating theater, but there are often 20 pieces.
- This is *per size* with 5 different sizes.
- Every pair costs USD6.
- All surplus is discarded after each surgery due to health regulations
- This means there are a surplus of 15×5 gloves per theater, or USD450 of possible savings *every operation*

What's in it for me (or in your case – your governments)?

- So even if things look small doesn't mean you cannot make changes that saves a lot of money (like these cases)
- You only have to *communicate this waste and propose a change that saves the money*