Helping companies create more value together

Return on investment

In broad terms the ROI in our services can be broken down to these components:

Investment	Value
Time invested	Time freed up
Money invested	Value generated
Learning curve	Time to operation

Let's look at the **investment** components.

Time invested represents the time required to get the services ready for operation. This consists of time spent to provide required information to Acumex to make it possible to set up the services in the right way. *An estimate for this is 10-20 man-hours*.

Money invested is the actual payment, which will depend on the level of service needed. From an investment point of view what matters is, that it is *subscription* based, which makes it both *predictable* and *manageable*.

The **learning curve** is usually a critical factor. The more complex the system, the more difficult it can be to get the organisation up to speed. Our services will have a look and feel recognizable to users of spreadsheets and experience shows that *new users are operational after some hours*.

Now, the **value** components.

Value is tied up in three different areas:

1   Internal structures and procedures (overheads)

2   Shared structures and procedures (between buyers and sellers)

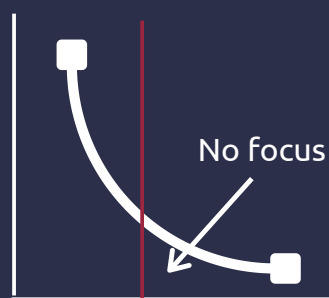**3**   Value tied up in complexity in the product mix

Value is consistently lost in inefficient procedures, which may be dictated by old structures. A typical example is time spent on extracting data from a main system, manipulating it in a spreadsheet, sending data via email, waiting for replies etc.

Since the process links buyers and sellers, both sides are tied up in inefficiencies, which means both sides can unlock value by having a better process together. Reduced overheads make suppliers able to be more competitive and allow buyers to recover some margin. Our **Trade Management System** helps overcome these structural inefficiencies and unlocks value.

(!)   **This is the reason why our services lead to faster ROI even without AI. The gains from unlocking inefficiencies already start paying for the investment.**

AI in the shape of our **Rational Assistant** kicks in to deal with point 3:

Products wanted

No focus

The long-tail problem

Ideal product mixes do not necessarily come from 1 supplier only.

Our AI helps navigate the negotiations to combine the right product mixes from the different suppliers, so that demand can be met. Since the AI can work with all the product lines, it eliminates the long-tail problem. The Rational Assistant learns in use and performance will improve continuously. This adds effect to the investment leading to significant impact.

Conclusion

Several factors contribute to the ROI of Acumex TMS and Acumex RA:

- Low monetary investment and distributed over time (subscription)
- Easy to learn means earlier operation
- Streamlined processes reduce inefficiencies (overheads)
- AI learns going forward, which means it grows its performance in operation

Companies are different and have different starting points. Some will gain much from efficiency, whereas others are ready to push for the impact of AI.

With all this in mind, let's look at some numbers. Based on the Trade Management System at 1000 €/month, how much should your margin improve to break even?

Monthly trade

2 million €

Break even margin improvement

0.05%

How likely is it, that you can improve your margin by at least 0.05%? It's even less, if you trade for more than 2 million €/month.

If you agree that this is likely, even highly likely, then consider that this is without the impact of our AI. What if you could 10X or 20X this result?

Right now we are seeking a few selected **partners** to participate in pilotprojects at particularly favourable conditions.

If you think, this might be interesting for you, then reach out, so that we can explore the opportunity together.

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Acumex ApS
Copenhagen

Services available:
Trade Management System Light
Trade Management System
AxNode
Rational Assistant