

Activity (based on four req's per month)	Previous Cost	Current Cost	Dollar Savings	Percent Savings
Requisition Approval	\$270 7+ day cycle	\$90 1 day cycle	\$180 6+ days	67%
Requisition Distribution	\$320 for 4 agencies	\$120 for 27 agencies	\$200 27+ agencies	63%
Resume Feedback	\$800	\$200	\$600	75%
Purchase Order/ Change Order	\$360	\$31	\$329	91%
New Hire/ Facilities	\$108	\$0	\$108	100%
Invoicing	\$12,000	\$600	\$11,400	95%
Reporting	\$396 50% accurate	\$72 95% accurate	\$324 45% increase in accuracy	82%
Bill Rate Savings	\$85,120	\$73,920	\$11,200	13%
Management Costs**	\$375	\$5,200	\$4,825	+93%
Monthly Totals	\$99,749	\$80,233	\$19,516	20%
Annualized Totals	\$1,196,988	\$962,796	\$234,192	20% *

* Savings realized through process improvements were 56% lower than previous costs.

** The new process reduced the company's managers' involvement dramatically, and required only one company employee to assist Kelly as a Project Sponsor. Considerable time was required by the Project Sponsor during the first year to help launch the new system, however it has now been reduced by approximately 80%.