ILLUSTRATIVE SAMPLE · CALDER & VOSS IS A FICTIONAL COMPANY · NOT CUSTOMER RESULTS

AI Initiative ROI

PREPARED FOR	REPORTING PERIOD	GENERATED
Calder & Voss Building Supply	All time	September 10, 2026

Across 4 initiatives, Calder & Voss Building Supply currently shows **$99,872** in approved cash value against **$381,203** in cost — a **-73.8%** cash ROI to date. It also freed **$365,311** of capacity, priced at what the hours cost: that is not cash, and no ROI here includes it.

CASH VALUE	FREED CAPACITY	TOTAL COST	NET CASH VALUE	CASH ROI
$99,872	$365,311	$381,203	-$281,331	-73.8%
	Not cash · in no ROI			

Payback period: **Not estimated over all time**

Planned vs Actual

	PLANNED	ACTUAL	VARIANCE
CapEx (plan to date)	$268,500	$259,000	-$9,500
OpEx (plan to date)	$217,500	$122,203	-$95,297
Cash value (plan to date)	$320,624	$99,872	-$220,752
Freed capacity (plan to date)	$154,000	$365,311	+$211,311
Cash ROI (plan to date)	-34.0%	-73.8%	-39.8pp

Top initiatives

INITIATIVE	STAGE	CASH	CAPACITY	COST	NET	CASH ROI
AI Support Triage & Deflection	Live	$96,660	$218,142	$171,923	-$75,263	-43.8%

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INITIATIVE	STAGE	CASH	CAPACITY	COST	NET	CASH ROI
AP Invoice Automation	Live	$3,212	$119,950	$123,500	-$120,288	-97.4%
AI Lead Scoring for Pro Accounts	Live	$0	$27,219	$74,379	-$74,379	—
Contract Review Copilot	Implementing	$0	$0	$11,400	-$11,400	—

METHODOLOGY

- Value figures reflect impact captured against initiative baselines and approved by an account reviewer. Pending entries are excluded.
- Cash value is what shows in the books. Freed capacity is hours and output freed, priced at what they cost: it is reported beside cash value, never added to it, and is in no ROI or payback.
- Costs include both one-time build cost (CapEx) and recurring run-rate (OpEx) within the reporting period.
- Planned CapEx, OpEx, value, and ROI are the plan to date: the plan over the months the actuals cover — CapEx when work began; OpEx from when work began and value from go-live, both stopping when an initiative closes — not the full horizon's $268,500 CapEx, $1,137,600 OpEx, and $2,455,488 value (a 74.6% ROI).
- Cash ROI = (Cash value − Total cost) / Total cost. Payback estimated from the annualized value run-rate over the period.

DISCLOSURES

- $74,764 of approved cash value rests on Roiva's default figures or estimates rather than the account's own.
- Sign-offs required before approval when this was generated: “Workforce impact”, “Privacy review”, and “Security review”. $3,212 of approved cash value comes from initiatives approved with a required sign-off waived by an Owner.
- Approval controls when this was generated: no senior approval threshold; auto-approve off; nobody approves an entry they prepared unless nobody else could.