



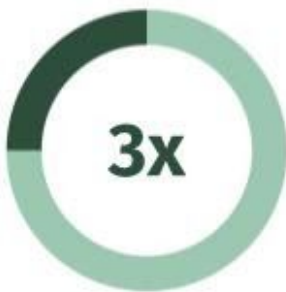
# Return on Investment

## Streamlined Collaboration & Evaluations



Olive is an end-to-end technology evaluation platform tailor-made for streamlining the collaboration and selection process.

Perform complex technology evaluations **quickly**, while engaging more of your team and considering **far more** of your available options. Olive provides powerful tools to **collaborate** on your business needs, invite and engage with any vendors, and **thoroughly** analyze your options to identify the **best fit**. These are some benefits you can expect:



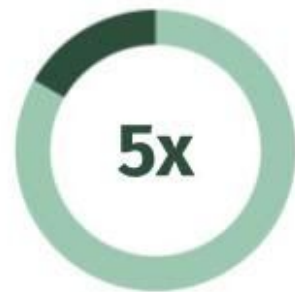
### Faster Time To Market

With our templates<sup>1</sup> & collaboration tools, our customers focus on strategic work, empowering their team and potential options to engage **within days**, not weeks<sup>2</sup>.



### Greater Team Consensus

Through in-app collaboration or light-touch surveys, our customers drive broader consensus, typically including **15-30** colleagues<sup>3</sup> compared to **4-8** before Olive.



### More Evaluated Options

With a manual process, it is common to only have the time to evaluate **4-5** potential options. Our customers find that they can regularly evaluate **20-30** options<sup>4</sup>, with less work.

### Without Olive

$$(4 * \$80,000 * 50\%) + (10 * \$80,000 * 5\%) = \$200,000 \text{ evaluation cost / yr}$$

### Assuming

- 4 full time employees @ \$80,000 / yr
- Each spending 50% of their time on evaluations or business process transformation,
- Plus 10 stakeholders spending 5% of their time

### With Olive

$$(\$200,000 * 66\%) - (4 * \$300 * 12 + 10 * \$30 * 12) = \$114,000 \text{ savings on evaluation cost / yr}$$

### Assuming

- 4 Admin licenses & 10 Stakeholder licenses
- 66% less work on evaluations or business process transformation (alternatively: 3x faster time to market)

1 - One technology company was able to compile their requirements **within an hour** by leveraging our templates compared to their standard of **3 days**

2 - An online retailer was able to complete their technology selection roadmap in **6 months** compared to their previous plan of **2 years**

3 - One large brick and mortar retailer was able to include **178 external stakeholders** across **6 evaluations** with a core team of **8 project leads** in **10 months**

4 - A large consulting firm evaluated **37 potential options** in **4 weeks**, with **15 additional stakeholders** in a project that took **8 weeks** from kickoff to selection

5 - This calculation does not include the opportunity cost of redoing an evaluation and implementation due to not finding the **best fit option**