



### Return on Investment

At Phire, we understand the cost of ownership for your ERP applications is very high. Consequently, we feel that the cost of ownership for an Application Change Management solution to support your ERP applications should be low. Phire Architect is able to provide a cost effective solution because it is built using PeopleTools which means you do not have to invest in any new infrastructure and you can leverage your existing staff to support Phire Architect.

Phire Architect enables your organization to implement standardized, repeatable, and effective change management processes thereby reducing the time to complete change requests and reducing the number of errors during deployment of the changes. You will be able to realize these benefits because Phire Architect offers a powerful feature set that automates code migrations and task assignments, enforce controls, and allow developers to version and restore code objects including PeopleTools objects. This minimizes time lost due to code re-write or migration rollback.

The incentives outlined above are just a sampling of reasons our customers, on average, are able to achieve full Return on Investment (ROI) for Phire Architect in less than 12 months. The chart below highlights examples of Phire Architect benefit metrics we have collected from our existing customers.

| Phire Architect Benefit Metrics                            | Value     |
|------------------------------------------------------------|-----------|
| Average Duration to Achieve full Return on Investment      | 12 Months |
| Average Consulting Days to Install and Configure           | 3 Days    |
| Average Duration to Implement                              | 3 Weeks   |
| Reduction in the Time to Perform Code Migrations           | 60-70%    |
| Reduction in the Time to Rollback/Undo a Migration         | 80-90%    |
| Reduction in the Number of Migration Errors                | 80-90%    |
| Reduction in Time to Restore Code to Previous Version      | 80-90%    |
| Reduction in Response Time to Customers                    | 20-40%    |
| Reduction in Average Time to Close User Reported Incidents | 20-30%    |
| Reduction in Average Time to Complete Change Requests      | 20-30%    |
| Average Time to Apply PeopleSoft Bundles and Patches       | 10-20%    |
| Reduction in the Number of Lost/Overwritten Code           | 70-90%    |
| User Acceptance / Customer Satisfaction                    | HIGH      |
| Help Achieve SOX and Internal Audit Compliance             | HIGH      |
| Average FTE Savings                                        | 0.5 FTE   |