The return on investment of an electronic quality management system (eQMS)

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There's no point buying a software system that costs your company money in the long run. By sharpening processes, slicing wastage and improving access to data, a best-in-class electronic quality management system like Qualio delivers rapid and substantial return on investment. When our customers say that their software paid for itself in a matter of months, here's what they mean!

> ⓘ **Note**
>
> *Approximate, rounded time/cost saving figures based on a life science SME of 20-100 employees with an average annual salary of $50,000 and average daily salary of $200. Larger organizations can expect even larger ROI figures. These estimates do not include rework, delays and other actions associated with your current processes, as by definition these are highly variable and unpredictable between businesses. Nor do they include 'hidden' factors like compliance burden, risk reduction, or other benefits like new business and avoided regulatory fines gained from more compliant, high-quality processes. As such, your true return on investment may be even higher than illustrated here!*

Document management

How much time (and therefore money) does your business spend recording, storing and searching for information while maintaining compliance and traceability? Consider these key areas.

✏️ Routing documents for approval/review/signatures

4 colleagues, 2 hours per week	= 50 days/year →	**$10,000**	-20% with eQMS

📄 Creating new documents

10 colleagues, 1 hour per week	= 60 days/year →	**$12,000**	-20% with eQMS

✅ Revising and updating documents

10 colleagues, 4 hours per week	= 250 days/year →	**$50,000**	-10% with eQMS

♻️ Managing document lifecycles

10 colleagues 0.5 hour per week	= 24 days/year →	**$5000**	-20% with eQMS

🔍 Searching for documents in the QMS to perform day-to-day work

20 colleagues, 2.5 hours per week	= 300 days/year →	**$60,000**	-95% with eQMS

> **Total time/cost savings from an eQMS: 330 days/year**
>
> **≈$67,000**

⭐ **Key stats**

→ *AIIM estimates workers with legacy document management systems spend half an hour each day just searching for the information they need to do their jobs. That's the equivalent of **1 in 16** of your teammates doing no productive work at all. And AIIM's survey findings are conservative compared to some others.*

→ *Don't forget the costs of paper you can eliminate with an eQMS! AIIM estimates medium-sized, paper-based businesses spend **$25,000 a year** on production, usage and storage costs for hard documents.*

→ *The average company spends **$20** on labor to file a document, **$120** in labor to find a misfiled document and **$220** in labor to reproduce a lost document, while a single filing cabinet costs **$25,000** to fill and **$2,000 a year** to maintain. Software investment demolishes these costs.*

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Quality event management

Squashing defects and driving CAPAs is the core of a continuously improving quality system. How long does your organization spend managing these key tasks with your current approach?

ⓘ Root cause analysis

4 colleagues, 1 hour per week	= 24 days/year →	$4800	-45% with eQMS

🛡 Planning CAPAs and deviation responses

4 colleagues, 1 hour per week	= 24 days/year →	$4800	-20% with eQMS

📋 Managing resolution/implementation tasks

4 colleagues, 1 hour per week	= 24 days/year →	$4800	-30% with eQMS

📈 Tracking and trending quality event data (CAPAs, complaints, etc.)

4 colleagues, 1 hour per week	= 24 days/year →	$4800	-15% with eQMS

💬 Documenting event activities and tasks

4 colleagues, 1 hour per week	= 24 days/year →	$4800	-10% with eQMS

🚩 Retrieving event management documentation

4 colleagues, 1 hour per week	= 24 days/year →	$4800	-20% with eQMS

Total time/cost savings from an eQMS: **32 days/year**

≈$6700

⭐ Key stats

→ A McKinsey study *found* that poor quality event management costs between *6.8%* and *9.4%* of the average medical device company's annual sales revenue.

→ Right-first-time with a properly controlled digital approach is indispensable. The total median cost to implement a substantial protocol amendment for a Phase II clinical trial is *$141,000* and *$535,000* for Phase III.

→ Are you fully in control of your quality landscape with your current approach? The 1-10-100 quality rule states that *$1* properly spent in defect prevention is equal to *$10* spent in product appraisal and *$100* spent on fixing product failures.

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Training management

How about training? Manual training systems require maximum effort and cost to keep your compliance from slipping – and even then, cracks and weaknesses can appear.

👤 Assigning and organizing QMS document training

2 colleagues, 0.5 hour per week	=	6 days/year	→	**$1200**	-20% with eQMS

📅 Completing training: accessing, reading, signing off on documents

50 colleagues, 0.5 hour per week	=	156 days/year	→	**$31,000**	-20% with eQMS

📈 Tracking and reporting on training status

2 colleagues, 0.5 hour per week	=	6 days/year	→	**$1200**	-50% with eQMS

🔄 Managing document lifecycles

2 colleagues, 0.5 hour per week	=	6 days/year	→	**$1200**	-60% with eQMS

> Total time/cost savings from an eQMS: **38 days/year**
> **≈$7700**

⭐ Key stats

→ *Uncontrolled training = downtime! IDC's whitepaper, 'Counting the Cost of Employee Misunderstanding', found that **89%** of life science companies have experienced unplanned downtime from suboptimal training and employee misunderstanding.*

→ ***85%** of those businesses saw reputational damage as a result and over a third lost business.*

📄 More resources

Learn how cloud-powered quality management cuts your costs, strengthens your compliance and lets you build a collaborative culture of quality ›

Total approximate cost savings ———— $81,000