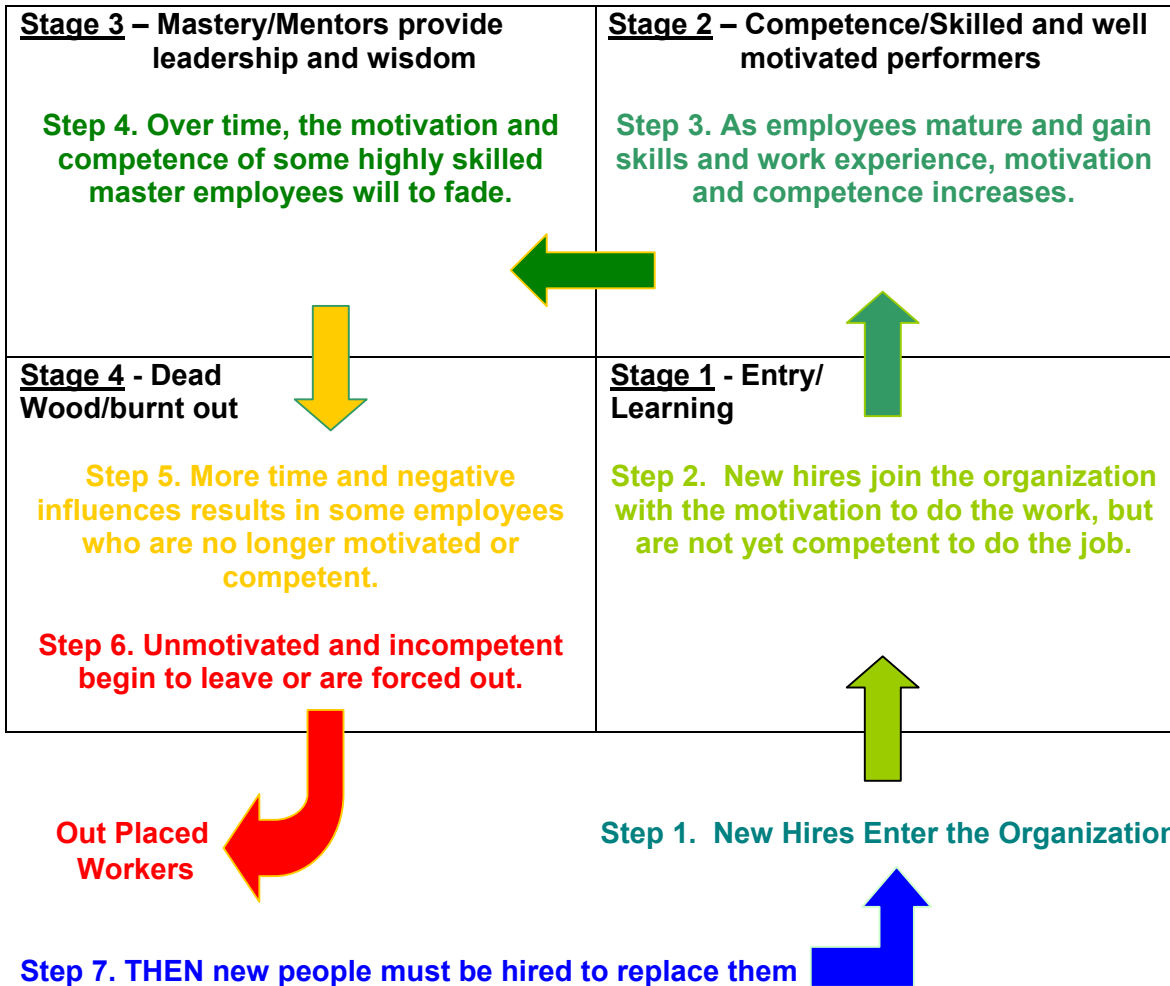


QBQ Cost Justification

Is QBQ worth the price?



If an organization has a team or workforce of 50 members, with average salaries of \$30,000, the cost of compensation equals \$1.5 Million. If 30% of the workers are at stage 4 and are beginning to lose or have lost motivation and competence, the potential for loss runs up to \$450,000.

If QBQ could save half of the 15 people at stage 4 by moving them back to stage 3 or stage 2, where they were motivated and competent, the company would save up to \$225,000 in lost productivity, drag on the motivated workers, negative impact on customers and replacement costs of lost workers.

With a \$9,000 investment in QBQ, as much as \$225,000 could be saved for a Return on the Investment (ROI) of \$25 to \$1 on the money invested in the QBQ implementation. Is QBQ! worth the money? With an ROI of 25 to 1, or \$225,000/\$9,000, what do you think?