

The Business Value of Smartsheet

Smartsheet enabled interviewed organizations to achieve significant value by **modernizing project and work management**. Through greater staff productivity, operational cost savings, and business enablement benefits, IDC estimates that interviewed organizations achieved benefits worth an **annual average of \$2.5 million that resulted in a three-year ROI of 745%**.

KEY RESULTS



745%
three-year return
on investment



7-month
payback on
investment



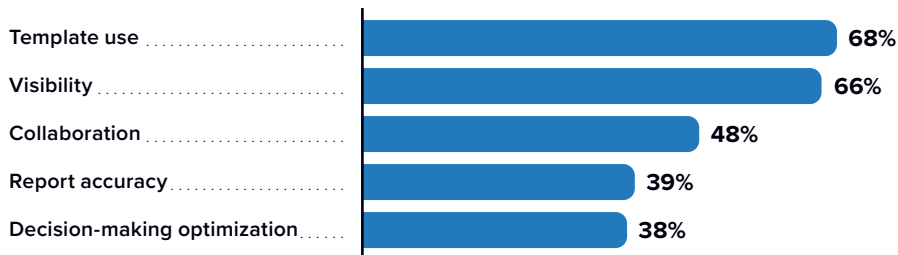
\$2.5 million
average annual
benefit

CUSTOMER QUOTE (MANUFACTURING ORGANIZATION):

"A significant benefit of Smartsheet is the reporting capabilities. If we didn't have the reporting in Smartsheet and had to give updates to all the different people who asked, we would spend six extra hours per week per project. The second biggest benefit would be resource management. Right at the beginning of the project, we can lay out templates and resources and not have to reinvent the wheel every time. We know what pieces of the organization we need to tap into and can give those areas an estimate of what we will need."

WORK MANAGER BENEFITS

(Percentage increase)



➤ **39%** more productive work managers

➤ **53%** more projects completed per year

PROJECT CONTRIBUTION BENEFITS

- **27%** more productive project contributors
- **45%** increase in on-time project contribution completion
- **22%** increase in project output quality

ADDITIONAL BENEFITS

- **10%** more productive executive teams
- **\$1.2 million** in additional net revenue
- **43%** increase in innovation ability