



# Want to know how much money you can save?

Assuming your situation is as follows:

DO YOU WANT TO CALCULATE YOUR PERSONAL SAVINGS?

DOWNLOAD EXCEL  
[WWW.ALUMIO.COM/ROI](http://WWW.ALUMIO.COM/ROI)



## Integrations are done by:

**10** Developers working full-time

Your total hours spent on integrations are **18,000**

## Salary costs are:

\$ **42** Senior Developer

\$ **28** Middle Developer

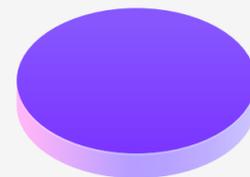
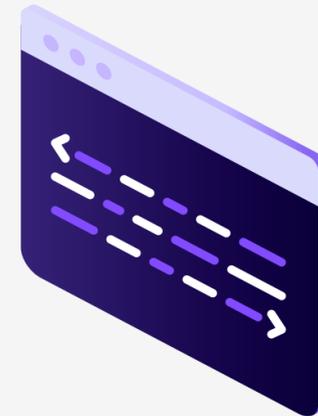
\$ **15** Junior Developer



Read along to discover how we can help build an efficient business landscape for you.

# With Alumio you can run your projects with less experienced employees

Less expenditure and more scalability



1

## Visible Toolbox

Use tools and features which are visible and understandable.

2

## Easy To Understand

Complex integrations can be done by anyone who is an Excel master and understands data.

3

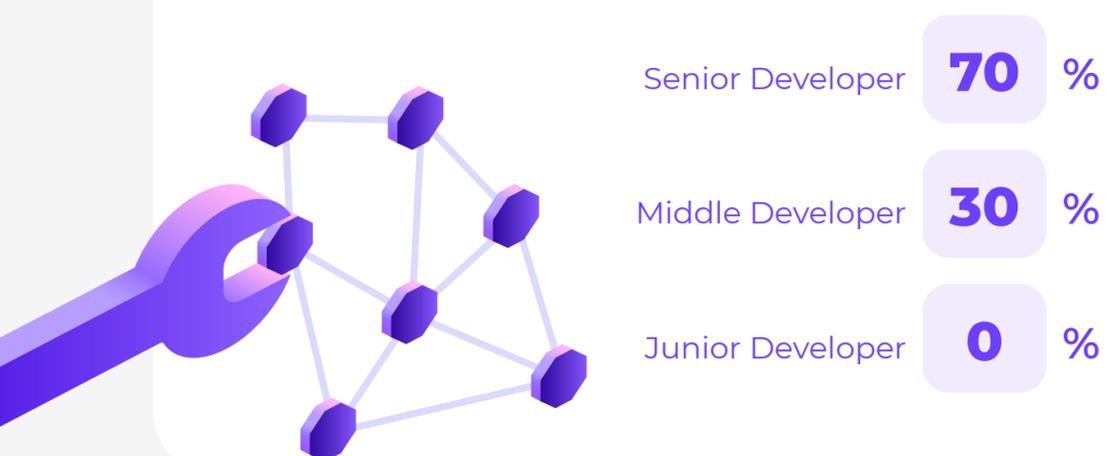
## Monitoring & Logging

Get notified of problems and solve them quickly as logging will highlight the issue.

## Let's calculate your savings:

### Current situation

Using your 'custom code' solution



### With Alumio

Using Alumio for integrations



### Your Savings

in 1 year

\$ 219,600

in 3 years

\$ 658,800

## Savings by less overruns

**4** Reasons why using Alumio for your integrations will give you significantly less overruns.



**1**

### Visible Integrations

Integrations are visible, therefore, customers and project managers can see the data flow!

**2**

### Solve Quickly

Detailed logging is available so API errors and data quality errors can be quickly resolved.

**3**

### Extra Budget

Finances can be easily requested as extra logic which can be visibly created so data issues and lacking API's can be addressed.

**4**

### Marketplace

Proven "out of the box" integration solutions can be reused and are available on the marketplace.

## A Comparison of your overrun expenses

### Current situation

Using your 'custom code' solution

Most digital agencies encounter  
3 out of 10 projects

**30** %

### With Alumio

Using Alumio for integrations

**10** %

With Alumio's solution your  
overrun cost will be cut in 3



### Your Savings

in 1 year

**\$ 136,080**

in 3 years

**\$ 408,240**

# When you are using Alumio's Integration Platform your budgets are limited to the Agency Costs.

No more 'hidden' expenses

1

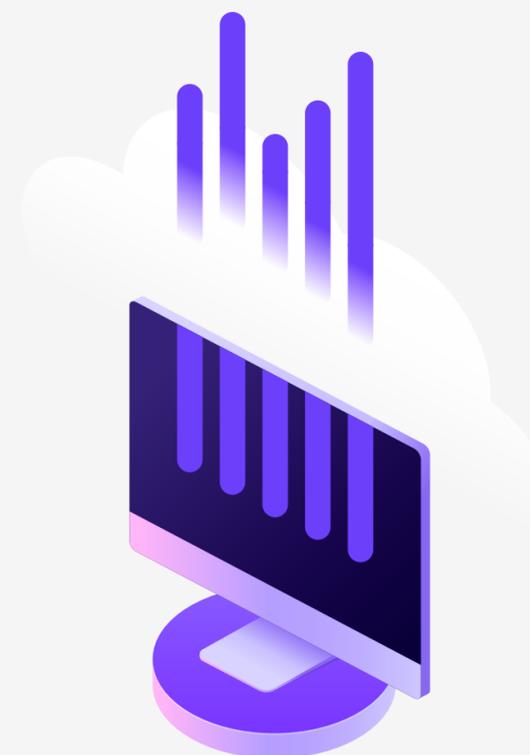
## Transparent Finances

Save spending hours on your internal code solutions.

2

## Automated Updates

Spend less time on maintenance, updates, and security checks for your integrations.



## Are you spending time on your current integration solution?

### Current situation

Using your 'custom code' solution

If one employee works a 2.5-day week on your internal code solution

**0,5** employee



### With Alumio

Using Alumio for integrations

**0** employee

With Alumio, you don't need:

- To develop your own solution
- Update it and keep it secure
- Hosting costs

### Total Savings

taking into account your monthly recurring costs in 3 years

**\$ 27,792**

in 3 years

**\$ 83,376**

## More benefits:

Using Alumio will result in the opportunity to sell more hours, win more deals, make customers happier because integrations are done faster.

## Build your integrations up to 3 times quicker

Using Alumio's iPaaS enables you to make integrations faster. The exact multiplier depends on how many components and routes you will re-use.

1

### 1.5 times faster

For 100% custom and complex integration projects we see projects done at a factor 1.5 to 2 times faster.

2

### 3 times faster

When you do a lot of similar integrations, we see partners do integrations 3 times as fast.

## Your Savings

will be

**\$ 340,200**

If you invoice all your hours. You could use this opportunity to win more deals by sharing the benefits with your customers.



# Happier customers by advising them a Future Proof IT Landscape

Strengthen your position as a strategic digital partner by:

1

## Ready For New Business Models

Enables API driven business idea's, ready for AI and ML and earn money with data.

2

## Lower Error Costs

Reduce the business impact of all ill-performing integrations by delivering proven data flows with notifications and logging that resolve issues quickly

3

## Connect Fast

A quick time to market to deliver integrations – helps customers to digitalize their business and to become successful.

4

## Continuity by Centralization

Advise them of a future proof IT landscape where Data Silo's are unlocked, Integrations are streamlined and where an iPaaS helps when an IT or failure arises/ occurs.



5

## Be Compliant

Each company should be able to present data of persons (upon request) of their organization? But how? the data is stored in so much systems (crm, erp, pos, tickets, shipping, etc).

6

## Gain Data Insights

Work smarter by having data insights from all systems to BI. Get a 360° view of your customer.

7

## Automate Business

Automate your internal processes by digitizing excel files and by connecting systems together easily.

## Become more scalable:

Create your integrations with less experienced people.  
Depend less on senior developers

1

### Grow With Juniors

Juniors are easier to find, increasing the growth and scalability of your business.

2

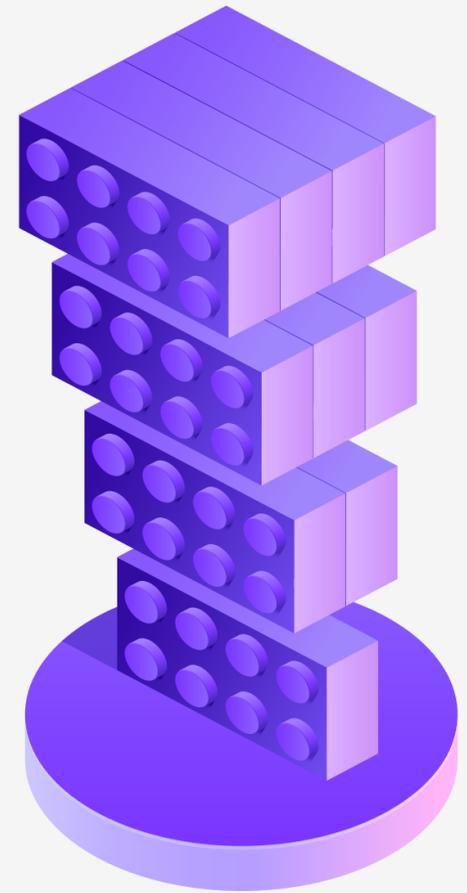
### Support Made Easy

Monitoring and logging software allows you to solve problems immediately.

3

### Marketplace

Integration routes can be re-used and sold on marketplaces!



## Add new business opportunities

Using an iPaaS for integrations will bring you new business opportunities, f.e.;



1

### Integration Partner

Being the integration partner for all software (tickets, BI, returns, shipping, banking).

2

### Digitize Customers

Connection supplier or B2B transaction data. Connect trading partners via EDI or other Data Formats.

3

### Enterprise ERP's

SAP, Microsoft, Oracle, Sage Integration will be easy to offer.

# Win more deals

Your competitive position will be stronger, and you will win more deals because:



1

## Customer in Control

You use an "Integration product" instead of custom code.

2

## Fast & Cost Friendly

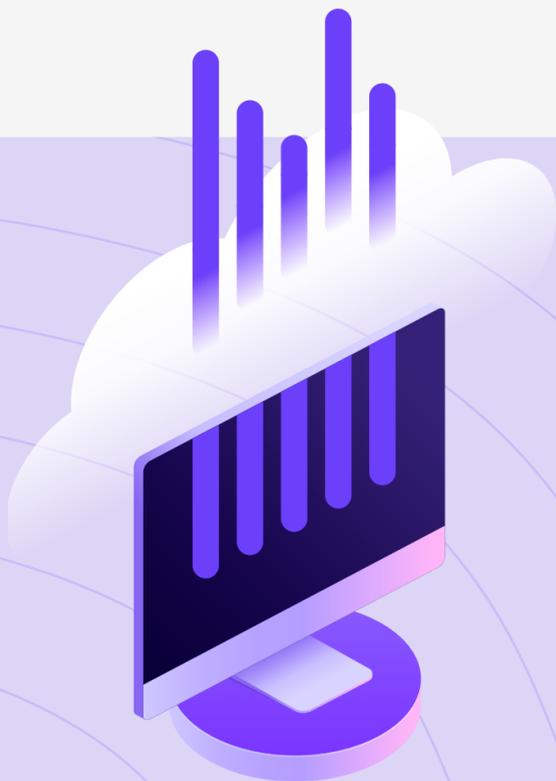
You have "plug and play" integrations with a quick time to market and are less costly.

3

## Cases & Credibility

You can use the credibility and cases of Alumio to gain the trust of your customer.

# Help your customers save more



1

## Re-using route integrations

Because of more available routes which can be used via 'copy-paste' you will save a factor of 2 times at minimum!

2

## Lower Spending

The business impact of lacking integrations can be enormous. Lower your spending due to less issues.

3

## Solve Data Issues Fast

Alumio's iPaaS offers the ability to quickly solve problems due to visible integrations.

4

## Better data insights

Being able to get a 360-degree view of your customer, have your data ready for BI and ML. Enable the right management choices and therefore lower your costs.

# Key Benefits That Saves You Money

Less experienced developers



Less overruns



Save your money



Integrations 2 times faster



Be more scalable



New business opportunities



Win more deals



Happier customers



Marketplace use



Be more productive



Calculate your personal savings

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