



METAL TOAD



Show Me the Money: Calculating ROI on Your AI Investment

Building Your TCO Workbook

The Real World: Building Your TCO Workbook

TCO stands for Total Cost of Ownership. It sounds intimidating, but it's just a fancy way of saying: add up everything it actually costs to build and run this thing + when do I see returns.

CURRENT STATE (Manual Processing)		
Reports per year	10,000	reports
Labor hours per report	5	hour
Labor cost per hour	\$60	per hour
Total annual labor hours	50,000	hours
Total annual labor cost	\$3,000,000	
SOLUTION COSTS (One time + Annual recurring)		
One-time build cost (POC)	\$25,000	
One-time AWS Investments (POC)	\$5,000	
One-time build cost (Production)	\$50,000	
One-time AWS Investments (Production)	\$8,000	
Total one time build cost	\$60,500	
Annual maintenance cost assumption	\$10,800	
Total annual recurring cost	\$71,300	
SOLUTION BENEFITS		
Labor hours saved annually	25,000	hours
Labor savings percentage	50.00%	adjust as needed
Annual labor cost savings	\$1,500,000	

Notice that positive change requires up-front investment. That's normal. If someone promises you instant ROI on an AI project with no build cost, they're either selling you a prosciutto-infused sleep mask (e.g something not real), or they haven't thought it through.

Want to find out what kind of AWS investment can be unlocked for your AI use case? [Reach out to us for a free assessment.](#) More on that at the end.