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Business Case

An attempt to quantify the costs and revenues of the application of standards for digital product data exchange in the shipbuilding industry

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EUROMIND is supported by the European Commission under the Europe INNOVA initiative

Structure of the business case

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- Country specific data sheet
  - Germany, UK, Netherlands, Romania, Poland, Spain, Portugal, Luthiania
  - Specific shipbuilding structure (number, seize and type of yards, way of cooperation in supply chain, amount of manhours in processes, grade of CA-working, etc.)
- Totals on European level
- Area's of revenues
  - Benefits in Design and Engineering (D&E)
  - Benefits in Production Preparation and Production (PP&P)
- Costs (investment)
  - Initial
  - Yearly (maintenance, modifications, updates)
- Cashflow coming 10 years (2009-2018)
  - Distribution of costs over the years
  - Distribution of revenues over the years

Benefits in Design and Engineering

1. Benefits in design & engineering (D&E)

1.1 number of manhours D&E/yard/year	
1.2 Average D&E manhour rate	euro
1.3 Number of shipyards in EC	
1.4 Average savings in manhours D&E	%
Total benefits in D&E/year in EC shipbuilding	euro

Benefits in prod.Prep. And Production

2. Benefits in production preparation & production (PP&P)

2.1 Number of manhours PP&P/yard/year		
2.2 Average PP&P manhour rate		euro
2.3 Average savings in manhours PP&P		%
Total benefits in PP&P/year in EC shipbuilding		euro
TOTAL BENEFITS (D&E + PP&P)/YEAR IN EC SHIPBUILDING	**0**	euro

Costs/benefits distribution

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2009-2018 (10 year period)										
initial costs distribution	20%	30%	30%	20%						
benefits distribution	0%	0%	0%	0%	15%	25%	50%	75%	95%	100%
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018

Example + Exercise in EXCEL

Not yet real figures
Not scientifically founded

BUT: to be based on expert opinion from industry itself
It's YOUR business so also YOUR business case!

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