

Turning Knowledge into REAL Enterprise Value

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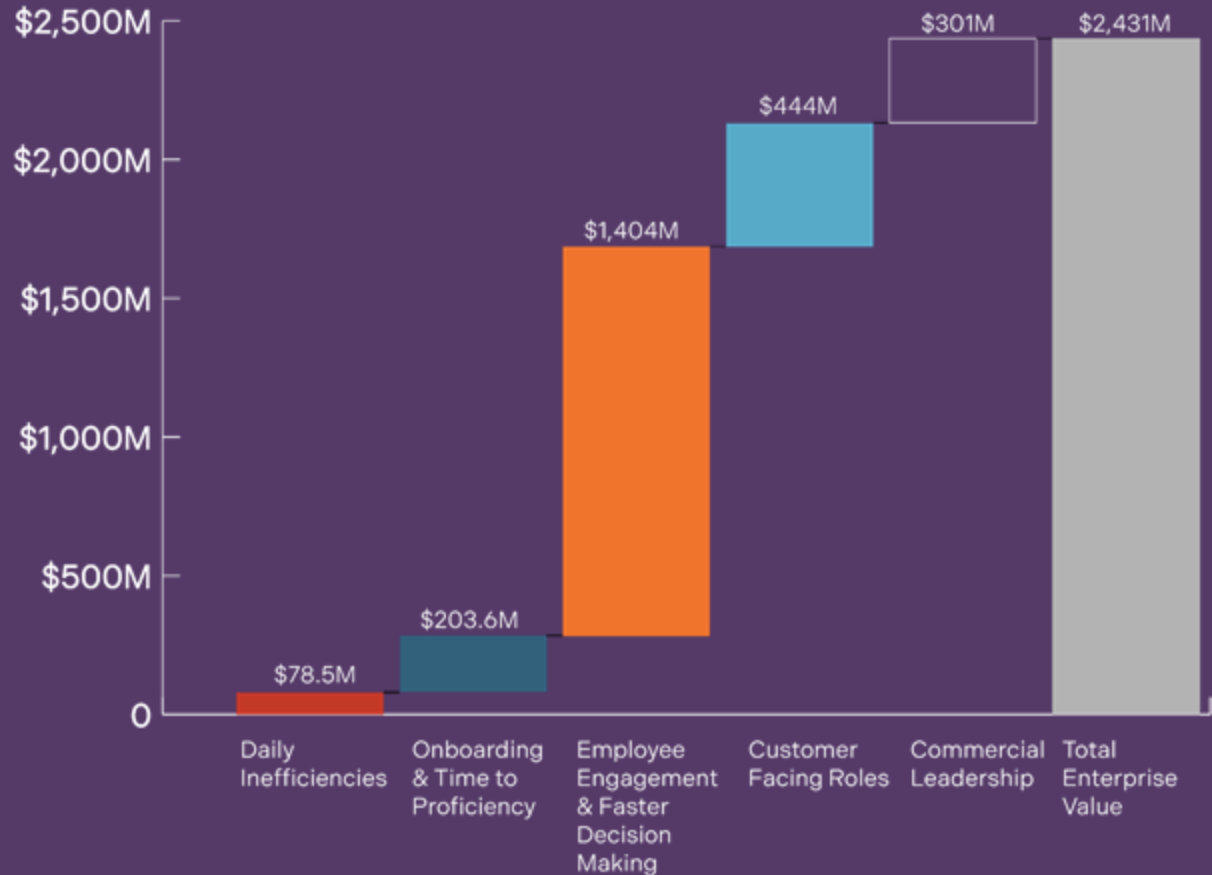


\$2.4 Billion

in potential Enterprise Value



Enterprise Value by Impact Area



EXAMPLE
National Insurer with 15,000 Agents
Expands capacity by 12.5%

VARIABLES

Search Time Reduction (15K employees):
4.1 hours per week per employee¹

Duplicating/Recreating Work
because they couldn't find it
(65% or 9750 employees²):

2.4 hours per week per employee

Average Salary:

\$65,000 or **\$31.50** per hour

MATH

4.1 hours x 15,000 x 52 weeks x 0.88³
= 2,814,240 hours saved^A

2.4 hours x 9750 x 52 weeks x 0.88³
= 1,261,800 hours saved^B

Total Hours Saved (A+B) = 4,076,040
Value of Time Saved (x \$31.50) = \$128M

FTE Equivalents (\$128M/\$65K) = **1867**
Capacity Increase (1867/15000) = **12.5%**

1 - Data Source: Value of Enterprise Intelligence Report 2025

2 - 65% of 15,000 agents reported having to duplicate or recreate work prior to using Bloomfire

3 - National Insurer has an 88% utilization rate by it's Agents since starting with Bloomfire

EXAMPLE
Multinational Consumer Goods Company
Increased Productivity by \$15.2 Million

VARIABLES

Cycle Design Time Improvement¹: **29%**

Innovative Improvement¹: **23%**

Between 5-6%¹ saw improvements in both cycle design time and innovation

Revenue per Employee: **\$782K**
Product Development Team: **675**

MATH

	Innovation	Cycle Design Time
Revenue Per Employee	\$782,608	
Frequency of Improvement	5%	6%
Magnitude of Improvement	23%	29%
# of Employees in Product Team	675	
Impact	\$6M ²	\$9M ³

Total Impact = \$15,266,724
Productivity Impact (\$15.2M / \$527M⁴)
= 2.9% increase

1 - Data Source: Value of Enterprise Intelligence Report 2025

2 - $5\% \times 23\% \times 782,608 \times 675 = \$6,074,995$

3 - $6\% \times 29\% \times 782,608 \times 675 = \$9,197,131$

4 - $\$780,608 \times 675 = \$526,910,400$ (total revenue contribution from this department)

EXAMPLE

Logistics Company: Operational Cost and Productivity Gap for 1 FTE

Enterprise Value Impact of \$36,828.25 per Employee

OPERATIONAL COST

Average Salary: **\$95,000/year or \$1826.92/wk**

Cost of Time Spent Learning:

21 wks vs 8 wks

	Before	After
Week 1	\$1,417.25	\$1,250.59
Week 2	\$1,177.60	\$913.46
Week 3	\$1,007.57	\$674.26
Week 4	\$875.68	\$488.73
Week 5	\$767.93	\$337.13
Week 6	\$676.82	\$208.96
Week 7	\$597.89	\$97.93
Week 8	\$528.28	Total: \$3971.07
Week 9	\$466.01	
Week 10	\$409.68	
Week 11	\$358.25	
Week 12	\$310.94	
Week 13	\$267.14	
Week 14	\$226.36	
Week 15	\$188.22	
Week 16	\$152.39	
Week 17	\$118.60	
Week 18	\$86.65	
Week 19	\$56.33	
Week 20	\$27.50	
	Total: \$9717.08	

**Total Costs¹ Avoided
= \$5,746.01 or 59%**
(per employee)

PRODUCTIVITY IMPACT

Revenue/Employee: **\$514K or \$9,882.48/wk**

Productivity Gap:

21 wks vs 8 wks

	Before	After
Week 1	\$7,666.39	\$6,764.90
Week 2	\$6,370.07	\$4,941.24
Week 3	\$5,450.31	\$3,647.33
Week 4	\$4,736.89	\$2,643.69
Week 5	\$4,153.98	\$1,823.66
Week 6	\$3,661.14	\$1,130.34
Week 7	\$3,234.22	\$529.75
Week 8	\$2,857.66	Total: \$21,480.92
Week 9	\$2,520.80	
Week 10	\$2,216.08	
Week 11	\$1,937.90	
Week 12	\$1,681.99	
Week 13	\$1,445.06	
Week 14	\$1,224.48	
Week 15	\$1,018.14	
Week 16	\$824.31	
Week 17	\$641.57	
Week 18	\$468.71	
Week 19	\$304.72	
Week 20	\$148.73	
	Total: \$52,563.16	

**Total Productivity²
Recovered
= \$31,082.24 or 59%**
(per employee)

1 - Cost = Sum (ie. 21 Weeks) of: $\ln(t+1)/\ln(W+1)$ x Weekly Salary where t = current wk and W = total wks

Total Cost Avoided = Total Cost Before - Total Cost After

2 - Productivity = Sum (ie. 21 Weeks) of: $1 - (\ln(t+1)/\ln(W+1))$ x Weekly Revenue Gap where t = current wk and W = total wks

Total Productivity Recovered = Total Gap Before - Total Gap After

EXAMPLE
Regional Banking Institution
Increased Employee Engagement by 11.8%

VARIABLES

Knowledge Sharing Rate¹: **96%**
Average Engagement Score¹: **4 / 5**

Average Productivity Impact of
increased Engagement¹: **77%**

Annual Revenue: **\$350M**

Total Employee Count: **851 FTEs**

Revenue per Employee: **\$411K**

MATH

	Employee Engagement
Revenue Per Employee	\$411,280
Knowledge Sharing Rate ¹	96%
Average Engagement Score ¹	4
Average Productivity Impact ¹	77%
Impact	\$41.4M²

Value of Increased Engagement (per Employee) = \$48,643³
% Engagement Improvement = **11.8% increase⁴**

1 - Data Source: Value of Enterprise Intelligence Report 2025

2 - $(96\% \times 4 \times 0.04 \times 0.77) \times (\$411,280) \times (851) = \$41,395,200$

3 - $(\$41,395,200 / 851) = \$48,643$

4 - $(\$41,395,200 / 851) / (\$350M / 851) = 11.8\%$



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