AIS
VISION SYSTEMS

Before you invest, calculate with your line's data

- **Cost of the problem**
  Scrap, rework and claims.

- **Initial investment**
  Integration and maintenance.

- **Three scenarios**
  Conservative, base and optimistic.

Why estimate it before investing

Prioritise and justify

Identify real impact and present objective data to management and purchasing.

Compare scenarios

Evaluate options on technical criteria, without commercial pressure.

Reduce decision risk

Less uncertainty about the expected return before committing.

What does the current problem cost?

- [x] **Scrap, rework and claims**
  Actual costs for the period. Count each loss only once.

- [x] **Volume and defects**
  Total output and measured defect rate for the same period.

- [x] **Manual inspection**
  Direct and indirect costs of the current process.

Investment and savings

Integration and maintenance

Separate initial investment from recurring costs.

Net monthly savings

Estimated avoidable costs less added monthly costs.

Three scenarios

Conservative, base and optimistic. Vary assumptions, not measured data.

Compare three scenarios

Conservative

A cautious estimate of monthly savings and the payback period.

Baseline

A reference scenario using the assumptions expected for your line.

Optimistic

A favourable estimate checked against your line conditions.

Initial investment ÷ net monthly savings = months

Condition

Use positive net monthly savings and a consistent scope.

Simple payback

This estimates simple payback; it excludes the time value of money.

Validation

Check each scenario against product trials and line conditions.

Put numbers on your project

Tell us about your line →

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