Flow Advisory

← All ROI projections

ROI Projection

Financial impact of resolving your flow bottlenecks

Pilot Client 3 · digital_platform

Organisation inputs

Industry segment

Financial Services (Banking / Fintech / Asset Mgmt) | Technology / SaaS

Team headcount

50 people

Total people in scope

Average base salary

$ 145000 AUD

Australian Technology / SaaS market rate — Hays AU / Robert Half 2025–26

Fully-loaded cost multiplier

What's included?

1.42 × base salary = $205,900 / person / yr

Average cycle time

14 days

Start to production — DORA elite: <1 day, typical: 1–4 weeks, poor: months

Cross-team dependencies

8 per sprint

Handoffs to other teams — Atlassian: 54% of cross-team work is duplicated

Decision cycle time

10 days

Question to decision — McKinsey: 61% of executive decision time is ineffective

Flow Advisory

Addressable annual waste

Applied to wasted capacity only, not total team cost

Recovery percentages apply to the estimated wasted portion of capacity, benchmarked against Asana Australia, DORA 2024, and Flow Framework research.

Flow time inefficiency Extended delivery cycles (40% of waste)	**$1,289,113**
Dependency overhead Cross-team coordination tax (25%)	**$805,696**
Decision delays Deferred decision cost (25%)	**$805,696**
Manual process overhead Process & admin waste (10%)	**$322,278**
Total waste (realistic scenario)	**$3,222,783**

Recovery scenarios

Conservative 20% waste, 15% recovery
Asana AU: 3.2 hrs/week wasted meetings
$322,278
2,700 hrs

Realistic 30% waste, 25% recovery
Flow Framework: 85–90% of cycle time is wait
$805,696
6,750 hrs

Aggressive 40% waste, 35% recovery
McKinsey: up to 40% capacity lost to overhead
$1,503,965
12,600 hrs

RECOVERABLE RANGE

$322,278 – $1,503,965

addressable annually

Phase 2 engagement model

Charter Partner Program pricing shown. Standard pricing applies after the first 12 engagements.