

SAAS STAFFING PLATFORM · ANNUAL ROI ANALYSIS

\$40K in. ~\$152K out.
3-month payback.

A mid-market industrial staffing agency consolidated its tech stack onto Jombone. Here is the economic case for a CFO — broken down line by line, with methodology disclosed.

CUSTOMER

Ridgepoint Staffing
 Industrial · Orem, UT

OPERATION

500-600
 weekly workers

PLATFORM USERS

13
 annual contract

DEPLOYMENT

~1.5 weeks
 no-cost onboarding

01 ANNUAL HARD-DOLLAR SAVINGS

LEVER	CALCULATION	ANNUAL \$
Time clock vendor elimination	~\$3,500/mo × 12 mo — legacy third-party clock fully replaced	\$42,000
Back-office FTE reduction	4 FTE → 2 FTE — 2 FTE × ~\$55K loaded cost	\$110,000
Cash conversion acceleration	DSO 7 days → Day 1 — ~\$300K weekly billing × 6 days × cost of capital	\$2,500
HARD-DOLLAR TOTAL — conservative, before error remediation		~\$154,500

02 SOFT-DOLLAR / RISK REDUCTION

LEVER	IMPACT	ANNUAL \$
Payroll error remediation	Exception rate >25% → <2% — ~138 fewer reworks/week × \$40 each	~\$285,000
Faster time-to-fill	Days → <2 hours — higher fill rate, more billable hours captured	Variable
Recruiter productivity	AI candidate pooling, single source of truth, real-time visibility	Variable

03 YEAR 1 ROI SUMMARY
INVESTMENT

\$40K

Annual platform cost

HARD SAVINGS

~\$152K

Year 1, conservative

NET BENEFIT

~\$112K

After platform cost

PAYBACK

~3 mo

3.8× Year 1 ROI

"We had an extra two, three employees. Now we don't."

Moises Ramirez · CEO, Ridgepoint Staffing

METHODOLOGY & ASSUMPTIONS

Loaded FTE cost assumes ~\$55K all-in for back-office staff (salary + benefits + employer taxes). Cost of capital estimated at 7% on accelerated cash conversion. Payroll error remediation assumes \$40 per exception in resolution time, customer trust, and rework cycles — reported as soft saving and excluded from headline ROI. All metrics confirmed by Ridgepoint leadership and represent post-implementation steady state. Your mileage will vary based on volume, vertical, and current cost structure.