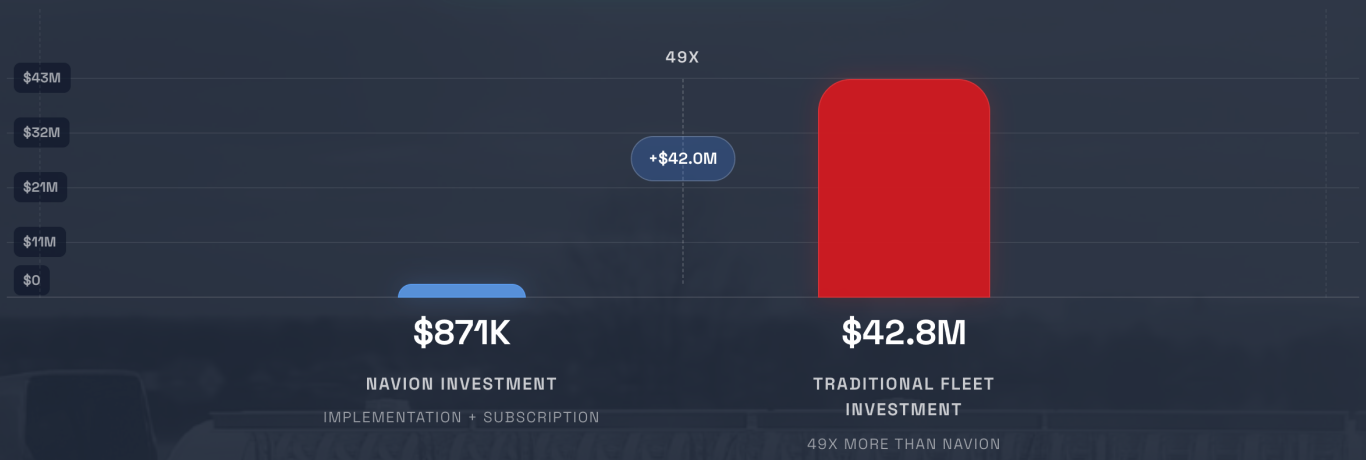
Navion Value Engine for BlueFolders

NAVION EFFICIENCY ADVANTAGE

5 YEAR HORIZON

PROJECTED NET VALUE CREATED

$2.0M



9 → 3
reduced dispatcher headcount

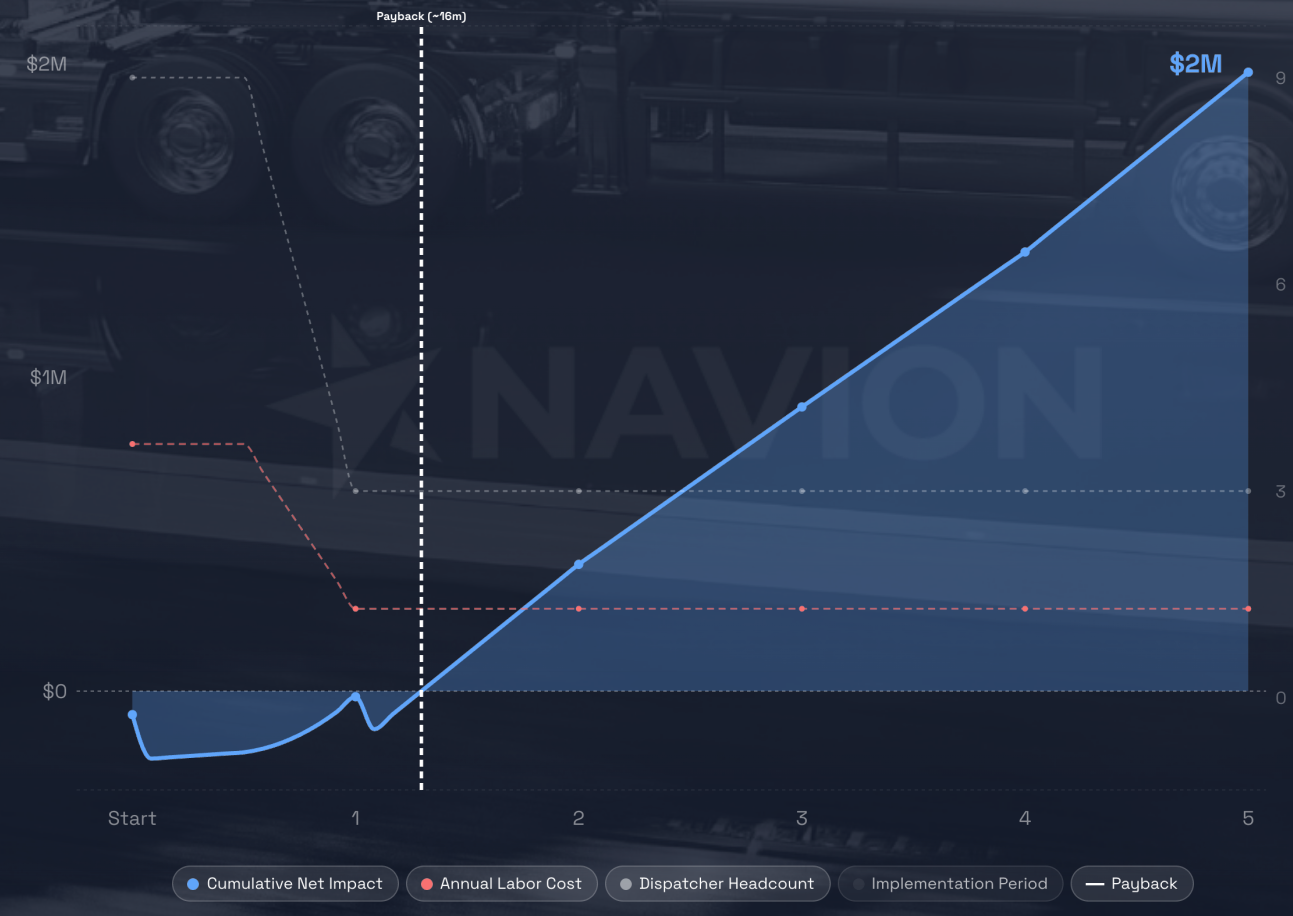
$2.0M
modeled net impact

226%
return on investment

179%
internal rate of return

FINANCIAL MODEL

Navion models $2.0M cumulative net impact with payback in 16 months.



SCENARIO INPUTS

Business Inputs

Number of Sites	600
Sites per FTE Equivalent	70
Site Volume Growth YoY	5%
ROI Time Horizon	5 years

Labor Model

Dispatcher Base Salary	$70,000
Fully Burdened Multiplier	1.25x
Labor Reduction	75%
Labor Redeploy. Start Month	7
Redeployment Rate (FTE/mo)	1

Fleet Expansion Model

New Truck & Trailer Cost	$315,000
Loads per Truck / Year	600
Profitability per Load	$25
Annual Profit per Truck	$15,000

Runout Model

Avg. Monthly Runouts	10
Avg. Runout Penalty	$500
Runout Reduction Rate	80%
Annual Penalty Avoidance	$48,000

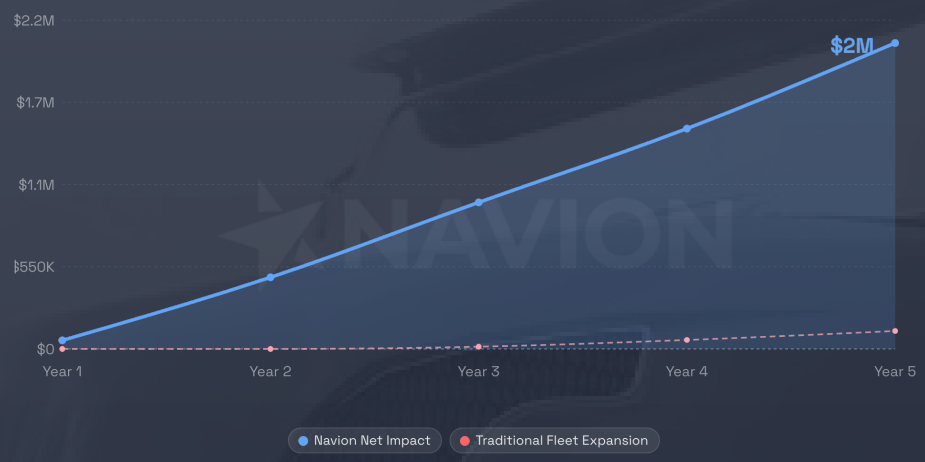
Commercial Model

Subscription Price / Site	$20
Implementation Fee	$75,000

EXPANSION SCENARIOS

TRUCK-EQUIVALENT IMPACT

In order to generate the same net impact as Navion, you would need to purchase 136 trucks. Roughly $42.8M in equivalent fleet capex avoided.



Equivalent Fleet Capacity — 5 Years

EQUIVALENT TRUCKS REQUIRED
136
within 5 years

CAPEX EQUIVALENT
$42.8M
Capital you'd likely deploy to match Navion's modeled impact via fleet purchases.

ASSUMPTIONS

Truck Cost	$315K
Annual Profit/Truck	$15K

REINVESTMENT SCENARIO

Navion's net savings could fund 6 additional trucks within 5 years. Projected cumulative fleet contribution: $120K.

Reinvestment Summary — 5 Years

ADDITIONAL TRUCKS ENABLED
6
within 5 years

SCENARIO DETAILS

Cumulative Fleet Contribution	$120K
Reinvested Savings	$2M
First Truck Funded	Year 2

ASSUMPTIONS

Truck Cost	$315K
Annual Contribution/Truck	$15K

NEXT STEP

Schedule an introductory meeting with Navion

Schedule Meeting