



# Are You Losing Time & Money to **Ineffective Training Management?**

The positive impact of investing in a comprehensive, modern training management system is often not fully understood by public safety leaders when making trade-off decisions with limited budgets. However, the overhead and hidden costs associated with managing legally defensible training and compliance records—from storage and archival costs of paper records, legacy system maintenance, and staff salaries allocated to manually searching for records in siloed systems.

Understanding these ancillary expenses is essential to calculating the true costs of continuing your current processes.

## *The Hidden Costs of Manual Processes*



Paper, printer ink, folders, etc.



Postage and other mailing costs



File storage or warehousing fees



Cost of finding and compiling reports



Staff labor devoted to processing or pulling records



Lawsuit settlements due to insufficient documentation

Number of Personnel	Estimated Costs*	Potential Savings**
	<i>Manual Paper Processes</i>	<i>Purpose-Built Software</i>
500	\$83,598	\$33,439
2,500	\$417,990	\$167,196
10,000	\$1,671,960	\$668,784
25,000	\$4,179,900	\$1,671,960

\* Includes estimated costs of training-related office supplies, mailing, storage, and processing/labor. Does not include potential legal costs.

\*\* Estimates only. Actual savings may vary.

### *The Financial Benefits of Automation*

It is estimated that adopting a purpose-built digital training and compliance management system could save an average state with 30,000 first responders over \$3.2 million per year in paper and storage costs alone—a tidy sum that could be reinvested in training or in hiring more personnel.

# \$3,258,432 A YEAR

*is spent on supplies, labor, and storage of manual processes — money that could otherwise fund:*



## 59

Police Officers



## 72

Firefighters



## 104

EMT / Paramedics

**\$2 MIL**

saved by eliminating a federal agency's paper processes and a legacy system

**\$60K**

saved per year—in postage alone—for one state agency

**\$60K**

in salary savings per year by eliminating three months of monotonous, manual work

**1,200**  
hours

a year saved just for one employee—resulting in half their salary in savings

**150+**  
hours

a year saved by a state agency migrating their FTO program processes

**30**  
hours

a month of commuting eliminated by going digital with documents

# Time is Money