

### **M43 Show Me The Money: ROI for Records Management**

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This session is designed to assist Records Managers in defining what Return On Investment (ROI) is required by their organization, how to define the measures to demonstrate ROI and introducing systems and technology to create ROI opportunities. Supporting ROI claims is important when trying to justify the expense of new equipment, technologies, training, staff or systems.

Attendees will be able to

- define ROI in a typical RIM program.
- establish measures for ROI opportunities.
- establish sources for justification of ROI opportunities.