



DCS Migration — Where ROI Saves You Money

Independent commercial advisory — the best deal on the migration you're already doing

A DCS migration is a major capital project and a long commitment. The vendor scopes and prices it to maximize their sale. An independent advisor who knows exactly how these deals are built makes sure you don't overpay — here is where ROI, LLC saves you money, with more than 25 years on the vendor side.

Six ways ROI cuts the cost of the same migration

1	Right-size the scope Trim padded engineering hours, over-specified software, and licenses you won't use — while keeping the redundant controllers and I/O that protect uptime.	est. saving \$1.0-2.0M
2	Negotiate the commercial deal Insider knowledge of how vendors price migrations: list-to-net discounts, and license and support terms.	est. saving \$1.0-2.0M
3	Cut the lifecycle / service agreement A typical agreement runs ~2% of installed base per year (~\$360K on this system); we renegotiate it ~20% lower.	off lifecycle \$70-90K/yr
4	Level competing vendor bids Several vendors quoting the same job? We normalize every bid to one scope for a true comparison, expose the padding and change-order traps, and use the competition to cut your price.	leverage
5	Phase to your budget & turnarounds Remove the vendor's end-of-life deadline leverage; defer non-critical scope to later capital cycles.	est. saving \$0.5-1.5M
6	Owner's engineer through delivery Review proposals, FAT / SAT, and control the change orders and overruns where migrations quietly bleed.	est. saving \$1.0-2.0M

Vendor migration

~\$18M



With ROI's advisory

~\$14M



You keep

~\$3.5-4.5M

≈ 20-25% off the project, plus ~\$70-90K/yr off the lifecycle. ROI's fee is a fraction of that.

Illustrative for an average 10,000 I/O migration (~\$18M installed base, lifecycle at ~2%/yr). Levers overlap and are not strictly additive; real savings depend on how the vendor scoped and priced the job.

Bring ROI in before you sign — or before you pick a bid

Start with an independent Obsolescence & Reliability Roadmap and a Service Agreement review. The vendors write the proposals; we **scott@roiylc.com** get the right scope at the right price.