

Coastline Trading Co. — fictional demo company

Savings report

Supplier invoice to payment

Finance | Accounts officer
Runs 75 per week (3,900 times a year)
6 steps mapped
Prepared 10 October 2026 from the Entrilla map of this workflow.

WHAT IT COSTS TO RUN TODAY

884 hours a year

\$48,600 a year | 13 min a run + 45 min a week (Weekly pay run)

FOUND: PLANNED TO FREE

none yet

nothing accepted yet

FOUND: STILL OPEN

312 hours a year

\$17,200 a year | 4.8 min a run

Banked so far: \$0

Nothing counts as banked until the change is adopted (a proposed version of the map that includes it becomes how the work runs) or its build ships (its card on the build board is marked shipped). Accepting a recommendation is a plan, not a result.

Found is what a change looks worth; banked is what has actually come back. In Entrilla, the found figures are the workflow Summary's cards Planned to free (accepted) and Still open.

Every figure is worked out on the next page, from the steps up, so it can be checked with a calculator.

How each figure is worked out

- What it costs to run today: 13 min a run × 3,900 runs a year = 50,700 min; 45 min a week × 52 weeks a year = 2,340 min (Weekly pay run). Together 53,040 min ÷ 60 = 884 hours. 884 hours × \$55 an hour = \$48,620, shown as \$48,600.
- Found, planned to free (accepted): nothing accepted yet.
- Found, still open: 4.8 min a run × 3,900 runs a year = 18,720 min ÷ 60 = 312 hours. 312 hours × \$55 an hour = \$17,160, shown as \$17,200.
- Banked so far: \$0. None of this workflow's recommendations has been adopted into the map or shipped from the build board yet.
- The cards add up, in minutes a year: 0 planned + 18,720 still open + 34,320 no recommendation touches = 53,040, what the workflow costs today.

A year of running it is about 116 working days of someone's time (a working day is 7.6 hours).

A run is one time through the workflow: "75 per week", 3,900 a year. A step with its own rhythm is counted at that rhythm instead, so its minutes are kept apart from the minutes a run.

Dollar figures are hours × \$55 an hour, the blended rate the workflow's Summary uses across this map's rated work, made from one rate, as entered (the rates behind it, and the basis of each, are on the assumptions page). They count people's time only: no licences, no systems, no GST. Tables give dollars to the dollar so the rows add up; the cover rounds them the way the app does (to the nearest \$10 from \$1,000, \$100 from \$10,000, \$1,000 from \$100,000).

What each step costs today

Step	Min each time	Times a year	Hours a year	Dollars a year
1. Invoice lands in shared inbox Suppliers with each run	0	3,900	0	\$0
2. Bill captured Accounts officer with each run	1	3,900	65	\$3,575
3. Match to order and docket Accounts officer with each run Protective: keep it, make it cheaper; it catches real problems ("Catches wrong prices and short deliveries before they're paid").	4	3,900	260	\$14,300
4. Email manager for approval Managers with each run Waste: only there because systems or teams don't join up ("The approval sits in a manager's inbox, away from the bill").	not timed	3,900	-	-
5. Chase approval by email Accounts officer with each run Waste: only there because systems or teams don't join up ("Same approval asked twice").	8	3,900	520	\$28,600
6. Weekly pay run Accounts officer its own rhythm: weekly Real work: the thinking or making itself, worth its time.	45	52	39	\$2,145
All steps			884	\$48,620

Minutes each time are the step's minutes times the people on it. Times a year is how often the step happens: the workflow's runs a year, or the step's own rhythm where one is set. Hours a year is the two multiplied, divided by 60.

1 step has no time yet (step 4), so the total leaves it out: it is a floor, not a ceiling.

What would change, and what each change is worth

What would change	Hours a year	Dollars a year	How confident, and why
Automate: Approve bills inside the accounting system	312 hours	\$17,160	High - the step is timed and confirmed by someone who does the work
Step 5: Chase approval by email Still open 4.8 min a run 4.8 min a run × 3,900 runs a year = 18,720 min = 312 hours × \$55 an hour = \$17,160. Nothing counts more than its step costs: this step costs 8 min a run × 3,900 = 520 hours, \$28,600 a year.			

These are every recommendation the found figures count, so the rows add up to them. Nothing else on the map adds to them: findings and glue patterns are diagnosis, not savings, and dismissed recommendations count nowhere.

The three plays on the build board

Each card on the build board carries three ways to make the change: Now (what can be built with what is in hand today), 80/20 (most of the value for a few new ingredients) and Ideal (the full fix). Effort is the board's own scale: S is days, M is weeks, L is a quarter or more.

Automate: Approve bills inside the accounting system

Build card: the Now play is chosen; on the build board, waiting for a decision.

- Now (chosen), effort S (days): Send bills for approval inside the accounting system you already use; managers approve there, not by email. About 6 h a week back. Runs on what you have.
- 80/20, effort M (weeks): Approval rules by amount and supplier, set in the accounting system. Matched bills under A\$500 go straight through; bills over A\$5k go to a second approver. About 8 h a week back.
- Ideal, effort L (a quarter or more): Managers approve from their phone or Teams with the matched order attached, and reminders go out automatically. About 9.5 h a week back.

What these numbers assume

Every figure in this report comes from your own maps. This page says where each one came from, so anyone can check it.

The hourly rates used, and where each came from

Every dollar figure on this report is hours × \$55 an hour, the same blended rate the workflow's Summary uses, made from one rate, as entered. The blend is the rates below, weighted by how much of this map's time each role does.

Each rate says its basis. "As entered" is the hourly cost of the role as entered on the Rates page: the base wage, or loaded with super and on-costs if the organisation prefers; Entrilla doesn't record which, and uses whatever was entered. "AI estimate, incl. ~28% on-costs" is a rate an AI estimated, marked as an estimate until someone confirms it: it starts from the median full-time Australian salary for that job title, as an hourly figure, and adds about 28% for on-costs such as super, leave loading and payroll tax, rounded to the nearest \$5. Once someone confirms an estimate, it counts as entered.

- Accounts officer: \$55 an hour (as entered), set on the Rates page for this role. It prices 13 min a run + 45 min a week (Weekly pay run) of this map's time.

How the runs a year were worked out

The number of runs a year comes from the words typed on the map, read by Entrilla's one frequency parser. The same parser is used everywhere a yearly figure appears, so "25 a week" never quietly becomes "once a week".

- A year here is 52 weeks. Daily work counts 250 working days (52 weeks of five days, less 10 public holidays); weekly work counts all 52 weeks, because a weekly job such as a pay run still happens in a week with a public holiday in it. Fortnightly work counts 26 times, monthly 12, quarterly 4.
- "75 per week" was read as 75 times a week, which is 3,900 runs a year. A step that runs with the workflow counts its minutes that many times.
- 1 step runs on its own rhythm, set on the step, and is counted at that rate instead: step 6, Weekly pay run (weekly, 52 times a year). Its minutes are shown apart from the minutes a run, so no figure mixes the two.

How solid the times are

Every hour on this report starts as minutes somebody put on a step. A step's cost each time it happens is its minutes per person times the number of people on it. An automated step occupies nobody, so it costs no time.

- A time recorded: 5 of 6 steps. The hours above leave out the other 1, so they are a floor, not a ceiling.
- A time Entrilla estimated that nobody has confirmed: 0 of 6 steps.
- Confirmed by somebody who does the work: 6 of 6 steps.
- Already running on a system today, so costing the team nothing: 0 of 6 steps. That is the baseline, not an opportunity.
- On a step nobody has timed, a saving would be a guess on a guess, so Entrilla stores at most a quarter of the time it estimated for that step, and nothing at all when a quarter of it is under a minute.

The one savings ledger

Every saving on every Entrilla page is added up by one ledger, so a reader adding the rows gets the number on the card above them.

- Only recommendations tied to a step count. Findings and glue patterns are diagnosis, not savings.

- Accepted recommendations are counted first, then the ones still open. Dismissed ones count nowhere.
- Nothing counts more than its step costs: the savings on a step are capped at that step's own time times the people on it.
- Chase approval by email costs 8 min a run × 3,900 runs a year = 520 hours, \$28,600 a year: the most its recommendations can count. They count 312 hours.
- No step on this map hit that cap.
- Nothing counts as banked until the change is adopted (a proposed version of the map that includes it becomes how the work runs) or its build ships (its card on the build board is marked shipped). Accepting a recommendation is a plan, not a result.

How these numbers were made

- Entrilla maps a workflow step by step: who does it, in what system, how long it takes, and how often it runs. The map is made with the people who do the work, and each step can be confirmed by one of them.
- Hours are built from the bottom up. A step costs its minutes per person times the people on it, each time it happens; a year is that times how often the step happens (with each run of the workflow, or on its own rhythm, such as a weekly pay run). Nothing is modelled or benchmarked against other companies.
- Dollars are those hours times your own hourly rates, role by role, at whatever basis they were entered (base wage, or loaded with on-costs). Work by a role with no rate is left out of the dollars and still counted in the hours.
- Savings come from recommendations on single steps. Nothing counts more than its step costs, and a saving on a step nobody has timed is capped at a quarter of the estimate. Nothing counts as banked until the change is adopted (a proposed version of the map that includes it becomes how the work runs) or its build ships (its card on the build board is marked shipped). Accepting a recommendation is a plan, not a result.
- Nothing in this report is an industry average or a vendor claim. Every figure traces to a step on one of your own maps, and the Entrilla pages behind it show the same numbers.

Made with Entrilla on 10 October 2026. Every figure here is also on the screen it came from, which is the place to check it.