NIELSEN AI

THE LEAK SHEET

What one process actually costs you a year.

One sheet, front and back. Your numbers. Twenty minutes. It ends in a decision, including permission to leave things exactly as they are.

Pick one process.

Not the biggest one. The one that annoyed you most recently.

STEP 1

How often does it happen?

_____ times per week _____ or times per month

STEP 2

How long does it take, start to finish?

Count the waiting and the re-doing, not just the typing.

_____ minutes each time

STEP 3

Who does it, and what does that hour cost you?

Loaded cost, not salary. Roughly salary divided by 1,500 hours, or what you would pay someone else to do it.

_____ CHF per hour

STEP 4

The number.

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times per month x minutes / 60 x CHF per hour = CHF ______ per month
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CHF ______ per month x 12 = CHF ______ per year
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STEP 5

Add what goes wrong.

Most people stop at step 4 and undercount by half. Add the visible failures.

	Times per year	Cost each	Total
It gets done wrong and has to be redone		CHF	CHF
Someone waits on it and cannot work		CHF	CHF
A customer notices		CHF	CHF

Real annual cost: CHF _____

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The decision

Four questions. Answer honestly. Two of them are designed to talk you out of it.

1. Is the process stable?

Has it worked the same way for the last six months?

[ ] Yes: continue.

[ ] **No: stop. Fix the process first. Automating a process you are still changing means building it twice.**

2. Does the information already exist somewhere a computer can reach?

Email, a system, a spreadsheet. Anywhere but only in someone's head.

[ ] Yes: continue.

[ ] **No: stop. The first job is not automation, it is writing down what only one person knows.**

3. Is the yearly cost at least as big as the build cost?

Rule of thumb for one standalone automation: CHF 2,000 to 5,000 to build and hand over. If the yearly leak is bigger than that, it pays for itself inside a year.

[ ] Yes: continue.

[ ] **No: leave it manual. It is annoying, not expensive. That is a fine thing for it to be.**

4. If this ran itself tomorrow, what would you do with the time?

If there is no answer, the saving is not real. It just spreads out.

Your verdict

[ ] **Fix it now** — all four cleared, and the cost is real.

[ ] **Fix it later** — worth doing, but something upstream comes first.

[ ] **Leave it manual** — genuinely not worth it. Cross it off and stop thinking about it.

A "leave it manual" is a good outcome. It is one fewer thing on your list and you did not spend a franc to find out.

And if the number is bigger than you expected?

Most people get a number here that surprises them, and then are not sure whether the fix is a CHF 200 tool or a CHF 20,000 project. That is what the Feierabend-Check is for: thirty minutes, one process, and I do this with you live. The math, the fix, and an honest verdict.

Bring one process that annoys you.
Leave knowing what it costs you a year, and whether it is worth fixing.

Free. Two per month. Basel and around. · nielsenai.ch/en/leak-sheet

I built this to find the leaks in my own business first. It is the same sheet I bring to a Feierabend-Check.