Six minutes to forty seconds, and the real gain

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Fictional document — demonstration example

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Step	Before	After
Data entry	**6 minutes**	**40 seconds**
Checking	**2 minutes**	**7 minutes**
End-to-end gain announced	**—**	**5 minutes**
End-to-end gain actual	**—**	**1 minute**

Automatic entry carries no trace of the attention put into it: the checker rereads everything, because they do not know where the error might be — whereas rereading a colleague, they knew what to look at.

What brought checking back down

Element supplied	Effect
Real entry error rate, by field type	**Targeted checking**
Checking after targeting	**3 minutes**
End-to-end gain afterwards	**3.5 minutes**

Announcing one step's gain as the process's gain is the commonest way of promising a figure that will never be found again.

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