

Business Case Calculator

RegDesk Internal Use Only — Enter client data from the questionnaire to estimate cost savings

CLIENT INFORMATION

COMPANY NAME	TITLE / ROLE	PRIMARY CONTACT	DATE

COST ASSUMPTIONS (from Section 8 of questionnaire)

ASSUMPTION	CLIENT VALUE	UNIT	NOTES
Avg Fully-Loaded RA FTE Cost		USD/year	Salary × 1.3
Productive Hours / Year / FTE		hours	Typically 2,000–2,400
Total RA FTEs (employees)		# FTEs	From Q28
RA Contractors / Consultants		# FTEs	From Q29
Avg Monthly Revenue per Market		USD/month	Per product, one country

SAVINGS SUMMARY (auto-calculated — fill inputs on pages 2–3 first)

PILLARS	RECOVERABLE SAVINGS	FTE EQUIV.
PLAN Regulatory Intelligence & Monitoring		
TRACK Registration Status & Reporting		
BUILD Submissions Management		
PLAN Standards & Legislation Monitoring		
MAINTAIN Change Control & Global Assessments		
BUILD Submissions & Time-to-Market		
BUILD Technical Documentation & Compliance Forms		
Speed-to-Market Revenue (Submissions Management)		
TOTAL PROJECTED SAVINGS		

■ Calculate Savings — Click to Run All Calculations

>> Import Client FDF

>> Export FDF

Export Report

Section 1 — Regulatory Intelligence & Monitoring

PLAN

QUESTION (from client questionnaire)	UNIT	CLIENT VALUE	SAVINGS %
1. # People performing regulatory monitoring	# people		100% saving
2. Hours/week per person on monitoring	hrs/week		100% saving
3. # NPD regulatory plans per year	plans/yr		50% saving
4. Avg hours per NPD regulatory plan	hours		50% saving
5. # Existing-product-to-new-country plans/year	plans/yr		50% saving
6. Avg hours per existing-product plan	hours		50% saving

Section 2 — Registration Status & Reporting

TRACK

QUESTION (from client questionnaire)	UNIT	CLIENT VALUE	SAVINGS %
7. # Regulatory status queries/reports per month	queries/mo		95% saving
8. Avg hours per report	hours		95% saving

Section 3 — Submissions Management

BUILD

QUESTION (from client questionnaire)	UNIT	CLIENT VALUE	SAVINGS %
9. # Global regulatory submissions per year	subs/yr		85% saving
10. Avg hours coordinating deliverables per submission	hours		85% saving
11. Avg monthly revenue per product per market	USD/mo		

Section 4 — Standards & Legislation Monitoring

PLAN

QUESTION (from client questionnaire)	UNIT	CLIENT VALUE	SAVINGS %
12. # People monitoring standards/legislation	# people		100% saving
13. Avg hours/week per person on standards monitoring	hrs/week		100% saving
14. # Standards/legislations changing per year	per year		50% saving
15. Avg hours per assessment process	hours		50% saving

Section 5 — Change Control & Global Assessments

MAINTAIN

QUESTION (from client questionnaire)	UNIT	CLIENT VALUE	SAVINGS %
16. # Change control assessments per year	assess/yr		75% saving
17. Avg # countries impacted per change	countries		75% saving
18. Avg hours per country-level assessment	hours		75% saving

Section 6 — Submissions & Time-to-Market

BUILD

QUESTION (from client questionnaire)	UNIT	CLIENT VALUE	SAVINGS %
19. # Global submissions per year	subs/yr		85% saving
20. Avg days to create one submission	days		85% saving
21. Avg monthly revenue per product per market	USD/mo		

Section 7 — Technical Documentation & Compliance Forms

BUILD

QUESTION (from client questionnaire)	UNIT	CLIENT VALUE	SAVINGS %
22. # GSPR/EPC created or revised per year	per year		85% saving
23. Avg hours per GSPR/EPC creation/revision	hours		85% saving
24. # Declarations of Conformity per year	per year		85% saving
25. Avg hours per DoC creation/revision	hours		85% saving

Formula Reference (from SSI ROI Spreadsheet)

RegIntel Monitoring:

$\text{people} \times \text{hrs_wk} \times \text{FTE_cost} \times 52 / \text{hrs_yr} \times \text{savings_pct} (100\%)$

RegIntel Plans (Expansion):

$\text{plans} \times \text{hrs} \times (\text{FTE_cost} / \text{hrs_yr}) \times \text{savings_pct} (50\%)$

Submissions Management:

$\text{subs} \times \text{hrs} \times (\text{FTE_cost} / \text{hrs_yr}) \times 85\%$

Standards Monitoring:

$\text{people} \times \text{hrs_wk} \times \text{FTE_cost} \times 52 / \text{hrs_yr} \times 100\%$

Change Control:

$\text{assess} \times \text{countries} \times \text{hrs} \times (\text{FTE_cost} / \text{hrs_yr}) \times 75\%$

GSPR/EPC + DoC:

$(\text{gspr} \times \text{hrs} + \text{doc} \times \text{hrs}) \times (\text{FTE_cost} / \text{hrs_yr}) \times 85\%$

RegIntel Plans (NPD):

$\text{plans} \times \text{hrs} \times (\text{FTE_cost} / \text{hrs_yr}) \times \text{savings_pct} (50\%)$

Tracking & Reporting:

$\text{queries_mo} \times \text{hrs} \times (\text{FTE_cost} / \text{hrs_yr}) \times 12 \times 95\%$

Speed-to-Market Revenue:

$\text{monthly_rev} \times 3 \text{ months (Collab + App Builder)}$

Standards Assessment:

$\text{changes} \times \text{hrs} \times (\text{FTE_cost} / \text{hrs_yr}) \times 50\%$

Submissions & Time-to-Market:

$\text{subs} \times \text{days} \times 8 \text{ hrs} \times (\text{FTE_cost} / \text{hrs_yr}) \times 85\%$

■ Calculate Savings — Click to Run All Calculations