CLIENT INFORMATION

COMPANY NAME	PRIMARY CONTACT
TITLE / ROLE	**DATE**

Cost Assumptions (from questionnaire — Section 7: RA Team & Cost)

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 questionnaire
RA Contractors / Consultants		*# FTEs*	From questionnaire
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 & standards monitoring*		
Regulatory Intelligence & Monitoring		
Standards & Legislation Monitoring		
TRACK *Registration status & reporting*		
Registration Status & Reporting		
BUILD *Submissions, documentation & deliverables*		
Submissions Management		
Submissions & Time-to-Market		
Technical Documentation & Compliance Forms		
MAINTAIN *Change control & global assessments*		
Change Control & Global Assessments		
Speed-to-Market Revenue (Submissions Management)		
TOTAL PROJECTED SAVINGS		

Calculate Savings | Import Client F | > Export FD | xport Repo

PLAN *Regulatory intelligence, standards monitoring, and building global regulatory strategies.*

Section 1 — Regulatory Intelligence & Monitoring

PLAN

Time and effort spent tracking regulatory changes, legislative updates, and building global regulatory plans.

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 — Standards & Legislation Monitoring

PLAN

Effort spent tracking standards, legislation, and guidances — and completing impact assessments when changes occur.

QUESTION (FROM CLIENT QUESTIONNAIRE)	UNIT	CLIENT VALUE	SAVINGS %
7. # People monitoring standards/legislation	*# people*		100% saving
8. Avg hours/week per person on standards monitoring	*hrs/week*		100% saving
9. # Standards/legislations changing per year	*per year*		50% saving
10. Avg hours per assessment process	*hours*		50% saving

TRACK *Registration status, reporting, and stop-ship decision support.*

Section 3 — Registration Status & Reporting

TRACK

Effort spent managing registration status and generating reports for internal stakeholders.

QUESTION (FROM CLIENT QUESTIONNAIRE)	UNIT	CLIENT VALUE	SAVINGS %
11. # Regulatory status queries/reports per month	*queries/mo*		95% saving
12. Avg hours per report	*hours*		95% saving

BUILD *Submissions, technical documentation, and managing deliverables with regional partners.*

Section 4 — Submissions Management

BUILD

Creating country-specific regulatory submissions and coordinating deliverables with regional partners.

QUESTION (FROM CLIENT QUESTIONNAIRE)	UNIT	CLIENT VALUE	SAVINGS %
13. # Global regulatory submissions per year	*subs/yr*		**85% saving**
14. Avg hours coordinating deliverables per submission	*hours*		**85% saving**
15. Avg monthly revenue per product per market	*USD/mo*		

Section 5 — Submissions & Time-to-Market

BUILD

Effort and revenue impact of regulatory submission timelines.

QUESTION (FROM CLIENT QUESTIONNAIRE)	UNIT	CLIENT VALUE	SAVINGS %
16. # Global submissions per year	*subs/yr*		**85% saving**
17. Avg days to create one submission	*days*		**85% saving**
18. Avg monthly revenue per product per market	*USD/mo*		

Section 6 — Technical Documentation & Compliance Forms

BUILD

Time spent creating and revising GSPR/EPC checklists and Declarations of Conformity.

QUESTION (FROM CLIENT QUESTIONNAIRE)	UNIT	CLIENT VALUE	SAVINGS %
19. # GSPR/EPC created or revised per year	*per year*		**85% saving**
20. Avg hours per GSPR/EPC creation/revision	*hours*		**85% saving**
21. # Declarations of Conformity per year	*per year*		**85% saving**
22. Avg hours per DoC creation/revision	*hours*		**85% saving**

MAINTAIN *Change control workflows and global assessments to keep registrations current.*

Section 7 — Change Control & Global Assessments

MAINTAIN

Coordinating and completing change control assessments across global markets.

QUESTION (FROM CLIENT QUESTIONNAIRE)	UNIT	CLIENT VALUE	SAVINGS %
23. # Change control assessments per year	*assess/yr*		**75% saving**
24. Avg # countries impacted per change	*countries*		**75% saving**
25. Avg hours per country-level assessment	*hours*		**75% saving**

FORMULA REFERENCE

Reg Intelligence Monitoring: people × hrs_wk × FTE_cost × 52 / hrs_yr × 100%

Standards Monitoring: people × hrs_wk × FTE_cost × 52 / hrs_yr × 100%

Registration & Reporting: queries_mo × hrs × (FTE_cost / hrs_yr) × 12 × 95%

Technical Documentation: (gspr × hrs + doc × hrs) × (FTE_cost / hrs_yr) × 85%

Change Control: assess × countries × hrs × (FTE_cost / hrs_yr) × 75%

Reg Intelligence Plans: plans × hrs × (FTE_cost / hrs_yr) × 50%

Standards Assessment: changes × hrs × (FTE_cost / hrs_yr) × 50%

Submissions Management: subs × hrs × (FTE_cost / hrs_yr) × 85%

Time-to-Market: subs × days × 8hrs × (FTE_cost / hrs_yr) × 85%

Speed-to-Market Revenue: monthly_rev × 3 months (Submissions)

Calculate Savings