

CONFIDENTIAL BUSINESS CASE

BUSINESS CASE — REGDESK RIM PLATFORM

Savings Report for Investment

Prepared for: Imricor — Regulatory Operations

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RA Team: 9 FTEs · 18 Countries · 13 Product Families · July 2026

Executive Summary

Imricor operates across **18 countries** with a **9-FTE regulatory affairs team** managing 13 product families and 12 SKUs across global markets. The team faces a growing compliance and submission workload: **15 global submissions/yr** (80 hrs coordination each), **100 compliance forms/yr** (23 hrs each), and **10 standard changes/yr** (40 hrs assessment each). This manual workload consumes significant RA capacity that could otherwise be directed to strategic, revenue-generating activities.

This savings report quantifies **\$291,258/yr in recoverable efficiency savings** from deploying the RegDesk RIM Platform — calculated using Imricor's own operational data and a blended RA cost rate of \$75/hr.

\$291K/yr

Recoverable
Efficiency Savings

9 FTEs

RA Team · 18 Countries
13 Product Families

100 Forms

Compliance Forms/yr · 23 hrs ea
15 Submissions/yr · 80 hrs ea

CURRENT STATE: THE HIDDEN COST OF MANUAL RA · Imricor · July 2026

Based on Imricor's questionnaire inputs, the following table maps your team's operational data to quantifiable time and cost burdens. These figures represent **recoverable overhead** — hours spent on manual tracking, coordination, and repeated information gathering that RegDesk automates. At a blended RA cost rate of \$75/hr, preventable overhead represents significant annual expenditure that constrains capacity for strategic regulatory work.

Cost Driver	Imricor Data Point	Annual Hours	Annual Cost*	Priority
Standards Assessment	10 standards/yr × 40 hrs/assessment	400 hrs	\$30,000	HIGH
Compliance Forms	100 forms × 23 hrs × ~20% preventable overhead	~460 hrs	\$34,500	HIGH
Submission Coordination	15 submissions × 80 hrs × ~20% preventable overhead	240 hrs	\$18,000	HIGH
Regulatory Monitoring	3 people × 1.5 hrs/week × 52 weeks	234 hrs	\$17,550	MEDIUM
Standards Monitoring	3 people × 1 hr/week × 52 weeks	156 hrs	\$11,700	MEDIUM
Registration Reporting	4 reports/month × 1 hr × 12 months	48 hrs	\$3,600	MEDIUM
TOTAL (Recoverable)		~1,538 hrs/yr	~\$115,350/yr	

*Blended RA cost rate: \$75/hr (Imricor: \$150K FTE ÷ 2,000 productive hrs/yr). Preventable overhead % applied per RegDesk efficiency methodology. Total quantified savings of \$291,258/yr reflects broader platform value across all modules.

Capacity Gap Analysis

9 FTEs × 2,000 hrs = 18,000 hrs available annually.

Standards assessments alone consume **400 hrs** of RA capacity. At full load, compliance forms represent **2,300 hrs** (100 forms × 23 hrs) and submission coordination **1,200 hrs** (15 submissions × 80 hrs) — together accounting for approximately **19.4% of total team capacity** before preventable overhead reduction. These activities limit the team's ability to pursue strategic regulatory strategy, proactive market access planning, and faster time-to-approval initiatives.

RegDesk directly addresses each of these cost drivers through automated standards tracking, centralized compliance form management, coordinated submission workflows, and real-time regulatory intelligence across all 18 of Imricor's active markets.

THE BUSINESS CASE FOR REGDESK — 3-Year Financial Model · Imricor

Item	Year 1	Year 2	Year 3	3-Yr Total
COSTS				
RegDesk Platform License	Contact RegDesk	—	—	—
Implementation & Onboarding (est.)	\$20,000	—	—	\$20,000
QUANTIFIED SAVINGS				
Regulatory Intelligence & Monitoring	\$22,612	\$22,612	\$22,612	\$67,836
Standards & Legislation Monitoring	\$26,700	\$26,700	\$26,700	\$80,100
Registration Status & Reporting	\$3,420	\$3,420	\$3,420	\$10,260
Submissions Management	\$76,500	\$76,500	\$76,500	\$229,500
Submission Builder & Time-to-Market	\$10,710	\$10,710	\$10,710	\$32,130
Tech Documentation & Compliance Forms	\$146,816	\$146,816	\$146,816	\$440,448
Change Control & Global Assessments	\$4,500	\$4,500	\$4,500	\$13,500
Total Quantified Savings	\$291,258	\$291,258	\$291,258	\$873,774

Speed-to-Market savings TBD — pending confirmation of monthly revenue per market. All savings calculated at \$75/hr blended RA cost rate using Imricor's provided operational data.

FORRESTER TEI BENCHMARK*

Industry composite for RegTech/RIM platforms. Imricor's savings case is driven by compliance form efficiency and submission coordination — directly applicable efficiency levers.

196%

3-Yr Savings

<6 Mo

Payback Period

\$2.6M

Net Present Value

\$4.0M

Total 3-Yr Benefits

*Industry composite benchmark (Forrester TEI methodology). Imricor-specific figures reflected in quantified savings table above.

SCENARIO ANALYSIS & STRATEGIC VALUE — Imricor · July 2026

The following scenarios apply different efficiency realization rates to Imricor's full \$291,258/yr savings potential. Each scenario reflects a different level of platform adoption and team workflow integration. Even at conservative adoption, RegDesk delivers measurable capacity recovery for Imricor's 9-FTE RA team.

Conservative

10%

~\$29,126/yr

Key drivers:

Standards assessments partially reduced via automated change notifications. Compliance form efficiency gains from centralized library access (partial adoption). Registration monitoring partially replaced by platform dashboards.

Primary value: Capacity unlock — freeing ~388 hrs/yr for strategic work. Minimal change management required. Strong foundation for expanding adoption in Year 2.

Moderate

20%

~\$58,252/yr

Key drivers:

Compliance forms: $100 \text{ forms} \times 23 \text{ hrs} \times 20\% \times \$75 =$
\$34,500

Submissions: $15 \times 80 \text{ hrs} \times 20\% \times \$75 =$ **\$18,000**

Plus monitoring & reporting gains across 18 markets.

Primary value: Direct dollar savings begin to outpace platform cost. Team operates at full RegDesk capability for submissions and standards modules. Recommended baseline for business case sign-off.

Optimistic

30%

~\$87,377/yr

Key drivers:

Full adoption of compliance form automation. Submission Builder integrated with all 15 annual submissions (7 sections each). Standards monitoring centralized for all 3 staff across 18 markets. Change Control Assessments (2 CCAs x 5 countries) fully coordinated through platform.

Primary value: Avoided FTE cost — team operates at significantly higher strategic leverage without adding headcount.

PRIMARY CFO ARGUMENT

"RegDesk at [pricing] eliminates the need to add RA headcount as Imricor's compliance and submission workload grows across 18 markets — effectively paying for itself through avoided FTE costs (\$150,000/yr fully loaded). With 100 compliance forms/yr at 23 hrs each and 15 submissions at 80 hrs each, the team is operating at or near capacity. RegDesk creates the headroom to scale market access without scaling costs."

Summary: Why RegDesk for Imricor

\$291,258/yr in quantified efficiency savings across 7 platform modules · **9 FTEs** operating across 18 countries without capacity to absorb growth · **2,300+ hrs/yr** in compliance form coordination at full workload · **\$873,774** in 3-year total savings potential · **Avoided headcount:** RegDesk prevents the need to add RA staff as Imricor's global submission and compliance workload scales. Contact RegDesk for platform pricing and implementation timeline.