

### Mission #6 – “Commercial Modeling of Transformation”

- a. **2-4 Slides** – Deliver A high level commercial estimate for the Digital Transformation & Operation of Safesure during the transformation window (Y1-Y4).

Please include–

- Costs of hosting (On-prem, Cloud)
- Platforms (integration, Service Hosting, Data, Analytics) – Build & Support
- Build cost of platforms, applications/services, integration
- Cost of Migration
- Cost of BAU support

Costs above should be distributed over roadmap to reflect the time window of the initiatives

- b. **2-4 slides** – Please distribute estimated benefits of the transformation in each year & highlight the RoI/Business Benefit profile of taking up Digital Transformation by Safesure

- Please indicate initial cost, break-even point, benefits scaling
- Please indicate top 5 considerations in establishing the positive/favourable business case

- c. Assume –

- License cost of existing applications – £ 5.0 M/year (total)
- BAU Support per year – Hosting – £ 2.0 M, Applications – £ 7.0 M. People – £ 5.0 M
- Typical Discretionary Spend per year – £ 6-8 M

