



# CodM Software Limited — Enabling Salesforce & AI for the UK Public Sector

Founded by Salesforce experts with over 12 years' CRM and SaaS experience; Salesforce Ridge Partner since 2021. Service definition for G-Cloud UK showcasing secure, scalable cloud services focused on agility, compliance and innovation.



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# Who We Are

Technology-driven partner for scalable digital solutions



## 1 Company positioning: Codm Software as a technology-driven provider of scalable digital solutions

Focused on long-term partnerships and reliable delivery

## 2 Core expertise areas: Salesforce, Web Development, SaaS and AI solutions

Reusable components, scalable architectures, governance

## 3 Focus and values: Quality, transparency, and managing technical debt for sustainable growth

Teams structured to support growth while controlling risk

# How We Work: Codm Software

Structured delivery, early de-risking, and transparent pricing

## Analysis

Requirement analysis and feasibility study to de-risk scope and confirm viability

## Agile Sprints

Iterative development to surface value quickly with prioritized backlog

## Continuous Collaboration

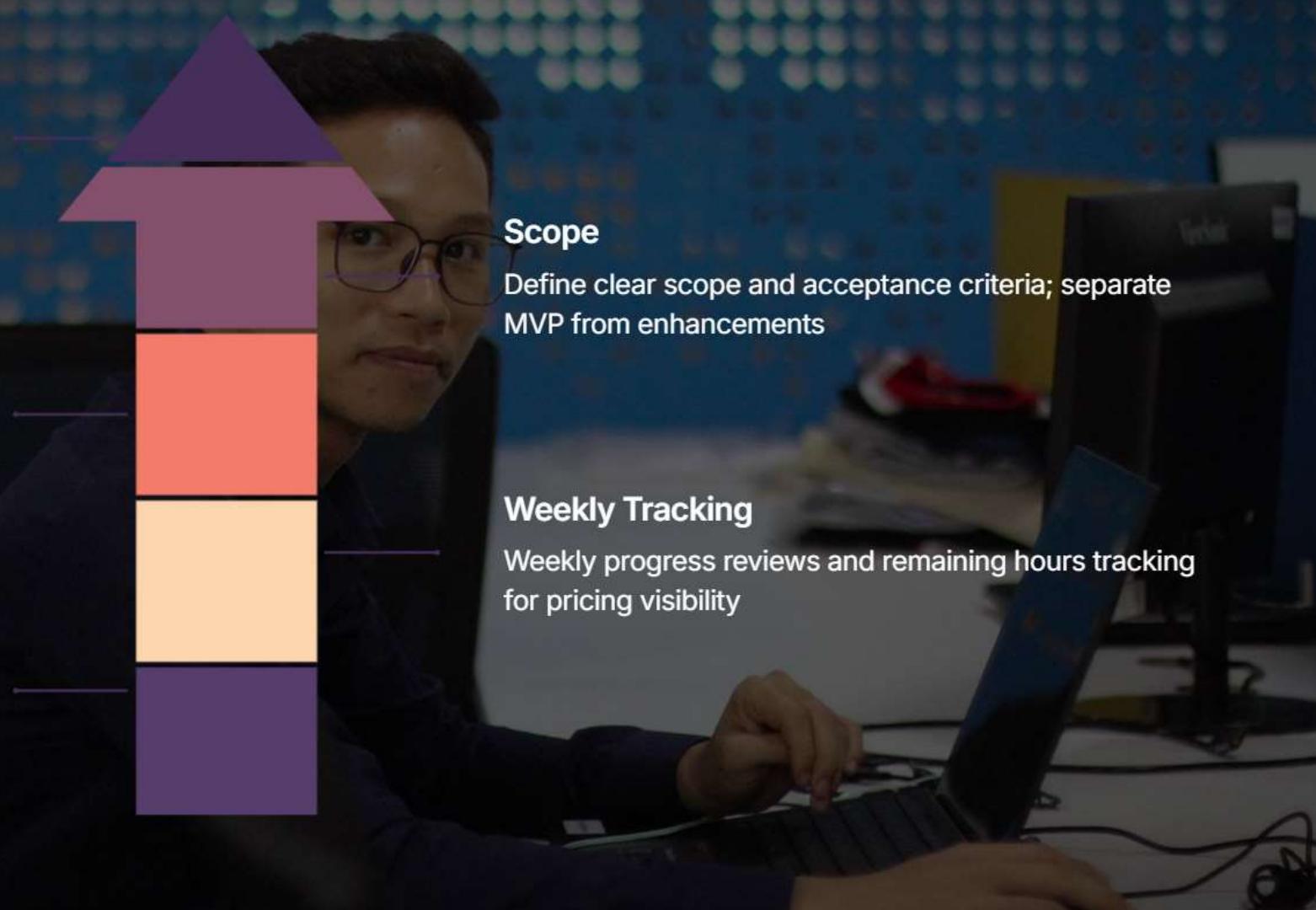
Frequent checkpoints and steering reviews to align priorities and manage budget

## Scope

Define clear scope and acceptance criteria; separate MVP from enhancements

## Weekly Tracking

Weekly progress reviews and remaining hours tracking for pricing visibility



# Engagement Models for Predictable Delivery

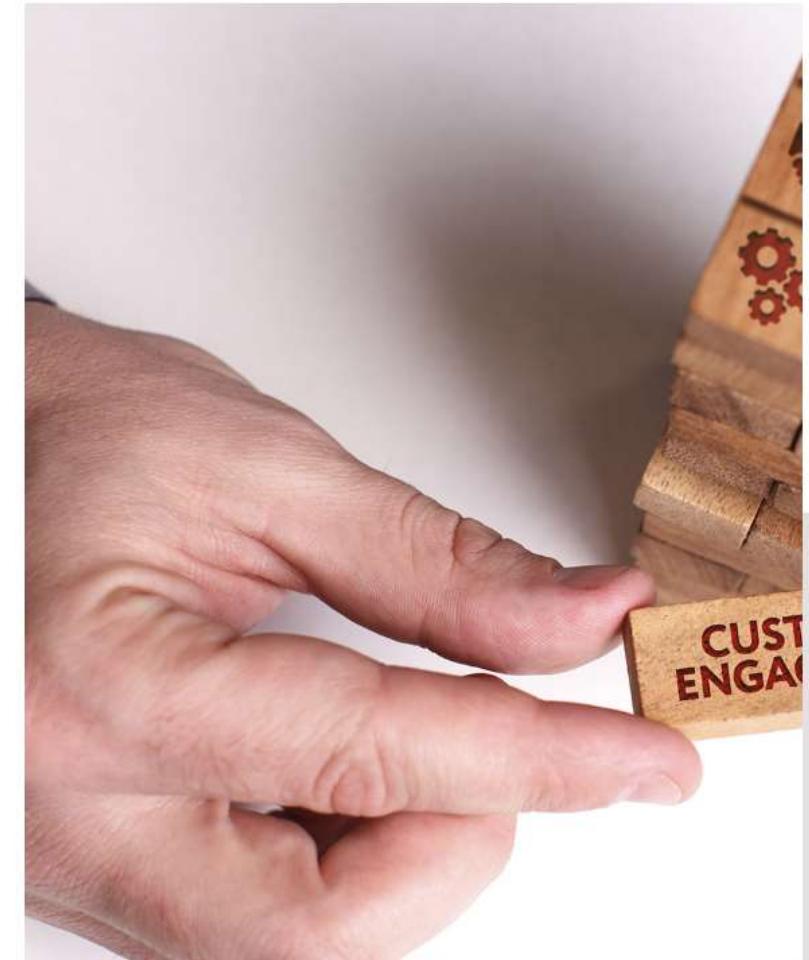
Choose the right model for exploration, ongoing engineering, or fixed deliverables

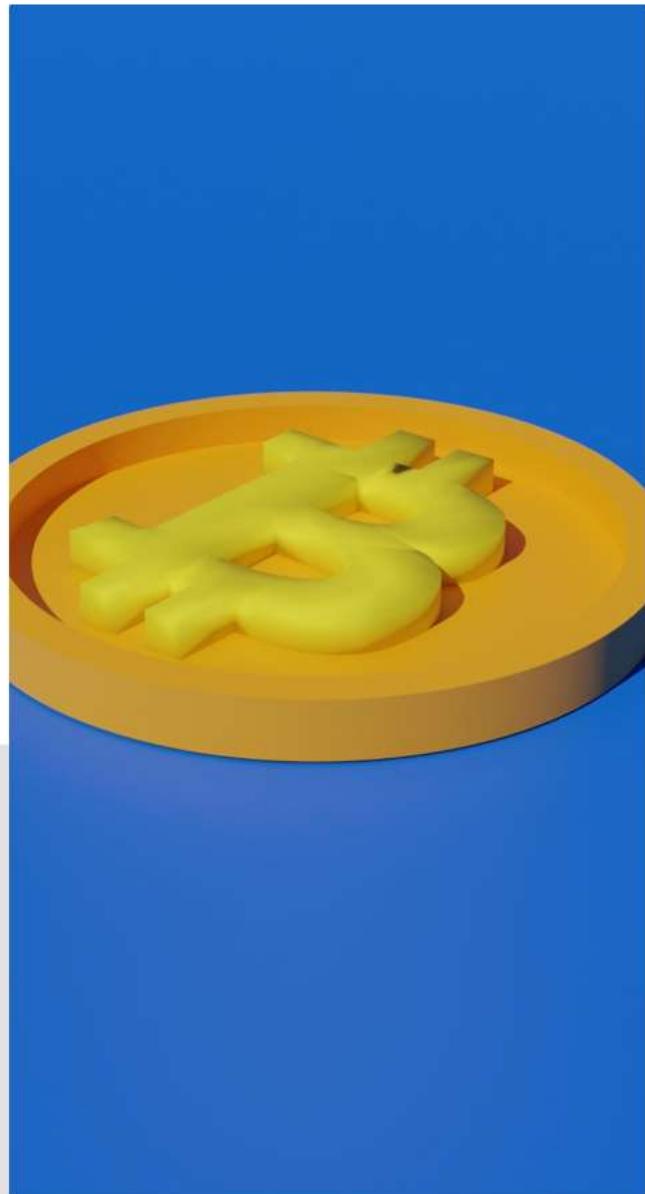
## Hourly-based

1. Pros: Maximum flexibility, pay for actual hours
2. Cons: Budget less predictable, administrative tracking required
3. Best for: Exploratory work or variable-scope tasks
4. Scaling: Easy ramp-up and ramp-down by hours
5. Contract notes: Include change request clauses and hourly rate transparency

## Dedicated and Fixed-cost

1. Dedicated Pros: Predictable capacity, team aligned to product
2. Dedicated Cons: Monthly commitment, requires planning
3. Dedicated Use-case: Ongoing product engineering and long-term project support
4. Fixed-cost Pros: Clear budget for well-defined deliverables
5. Fixed-cost Cons: Less flexible to scope changes; use change requests
6. Scaling: Dedicated scales by adding resources; fixed-cost scales by re-scoping





# Transparent Pricing Model

Clear hourly rates, full visibility, predictable budgets

- **Clearly defined hourly rates per resource**  
Published rates by role for straightforward cost planning
- **No hidden costs policy: all fees disclosed upfront**  
One-line commitment to transparent billing
- **Visibility into purchased, consumed, and remaining hours**  
Real-time tracking to compare against project plan
- **Detailed effort breakdown by task and resource**  
Task-level hours and resource allocation visibility
- **Periodic invoices and itemized billing**  
Invoice cadence tied to contract reporting
- **Change request logging with estimated hours and cost impact**  
Formal CRs tracked and priced before work begins
- **Recommended reporting cadence and escalation paths**  
Weekly or monthly reports and budget variance escalation
- **Compare consumption against planned milestones**  
Consumption vs plan to support governance and forecasting
- **Summary: predictable budgeting and easier cost governance**  
Transparency that supports fiscal control and planning

# Hourly Rate Structure for Codm Software Limited

Editable market rates with seniority bands, billing increments, and overtime rules



## Billing increments and tracking

Minimum billing increment: specify (e.g., 15 minutes). Track remaining hours live in client portal.



## Overtime and escalation rules

Overtime billing: define rate (e.g., 1.5x) and approval workflow in contract.



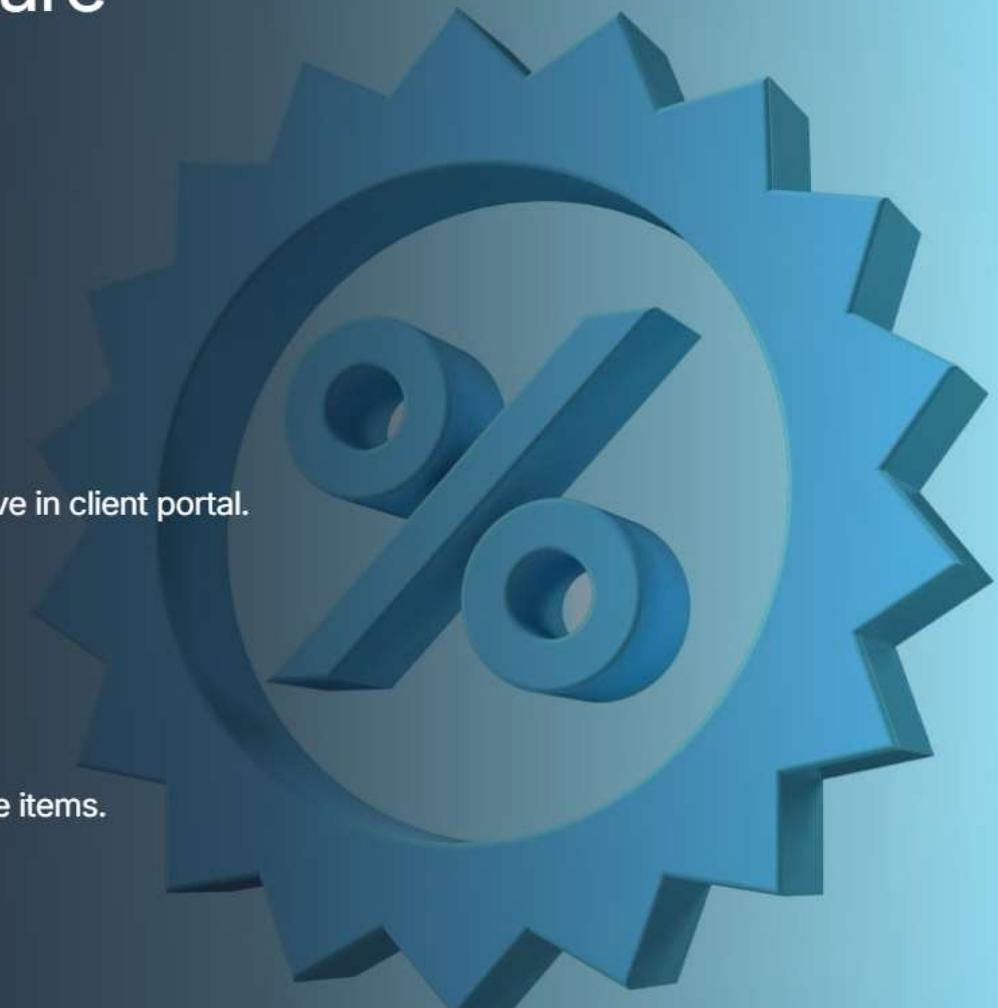
## Client transparency and reporting

Weekly timesheets, remaining hours dashboard, and monthly invoices with line items.



## Editability and market adaptation

Placeholders enable per-market or per-contract updates without redesign.



# Time and Effort Tracking

Daily logs, task-level tracking, weekly client reports

1



Daily Work Logs  
For Full Visibility  
  
Team Records Daily  
Activities To Keep Clients  
Informed

2



Task-Level Time  
Tracking Tied To  
Work Items

Map Time Entries To Work  
Packages Or Sprint Stories

3



Weekly Summary  
Reports Shared  
With Clients

Weekly Reports Reconcile  
Effort, Progress, And  
Invoices

4



Agree On Time  
Granularity: 15- Or  
30-Minute  
Increments

Standardize Entry  
Increments For Consistent  
Billing

5



Set A Review  
Cadence To  
Reconcile Effort  
With Milestones

Regular Reviews Support  
Retrospectives And  
Estimate Improvement



# Remaining Hours Dashboard

Quick visibility for top-up decisions and uninterrupted service

**1 Total Purchased: total hours bought by the client**

Shows cumulative purchased hours for the engagement

**4 Alert indicator: near-depletion warning**

Configurable alerts to stakeholders to avoid interruptions

**2 Used: hours consumed to date**

Real-time consumption to track burn rate

**5 Trend view: burn rate line**

Shows velocity and recent consumption trend

**3 Remaining: balance hours available**

Current remaining hours to plan top-up or renewal

**6 Forecast note for executives**

Forecasted completion date based on current velocity

# Communication and Reporting for Predictable Delivery

Cadence, decision records, and SLAs to reduce delivery risk



## Weekly status calls

- Standard agenda: progress, risks, priorities
- Review open action items and owners
- Escalation checkpoint for unresolved blockers
- Meeting notes and decisions documented



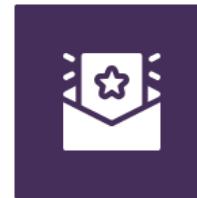
## Sprint demos

- Goal: validate work against acceptance criteria
- Demo agenda: features, demo, feedback, acceptance
- Capture decisions and next steps immediately
- Stakeholder signoff recorded for deliverables



## Slack and Email updates

- Real-time updates for blockers and progress
- Status summaries after key milestones
- Recommend SLAs for response times
- Use channels for topics and decision threads



## Dedicated point of contact

- Single POC for stakeholder alignment
- POC responsible for escalations and SLAs
- POC documents decisions and action items
- POC provides remaining hours and status transparency

# Why Choose Codm Software

Transparent pricing, certified teams, scalable delivery

<p><b>1</b></p> <p><b>Transparent pricing for every engagement</b></p> <p>Predictable budgeting and lower procurement risk</p>	<p><b>2</b></p> <p><b>Skilled and certified developers</b></p> <p>Certified talent delivering consistent quality</p>	<p><b>3</b></p> <p><b>Flexible engagement models</b></p> <p>Fixed price, time and materials, or outcome-based options</p>	<p><b>6</b></p> <p><b>Executive-focused contract terms</b></p> <p>Terms that prioritize collaboration and clear TCO</p>
	<p><b>4</b></p> <p><b>Scalable teams on demand</b></p> <p>Rapid ramp up or down to match project scope</p>	<p><b>5</b></p> <p><b>On-time delivery with quality assurance</b></p> <p>Proven delivery rhythms and QA gates</p>	<p><b>7</b></p> <p><b>References and short case summaries</b></p> <p>Follow-up validation for procurement and vendor evaluation</p>

# Client Benefits: Predictable Costs and Faster Delivery

Operational clarity, budget control, and sustained product evolution



## Cost control and predictability

Stable pricing and no billing surprises for clearer budgets



## Full project visibility

Transparent progress tracking and status reporting



## Faster delivery cycles

Shorter time to market through iterative sprints



## Fewer scope disputes

Clear requirements and ongoing alignment reduce conflicts



## Sustained product evolution

Continuous improvements and long-term roadmap support



## Operational benefits for clients

Better budget planning and faster time to market



## Recommendation: formalize governance and KPIs

Establish a steering committee and performance KPIs to capture benefits

# Let's Work Together with Codm Software

Scale confidently with a tailored engagement



- 1 Schedule Discovery**  
Book a 60 minute discovery call to align goals and timeline
- 2 Single point of contact**  
Designated contact to speed procurement and onboarding
- 3 Expected deliverables**  
Scope outline, estimated effort, recommended engagement model
- 4 Contact Codm Software**  
Website: codmsoftware.co.uk Email: info@codmsoftware.co.uk Phone: (+44) 0121 818 6924
  - **Click Schedule Discovery**  
Starts scoping and procurement within days
  - **Tailored engagement model**  
Choose fixed scope, T&M, or hybrid based on discovery