



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

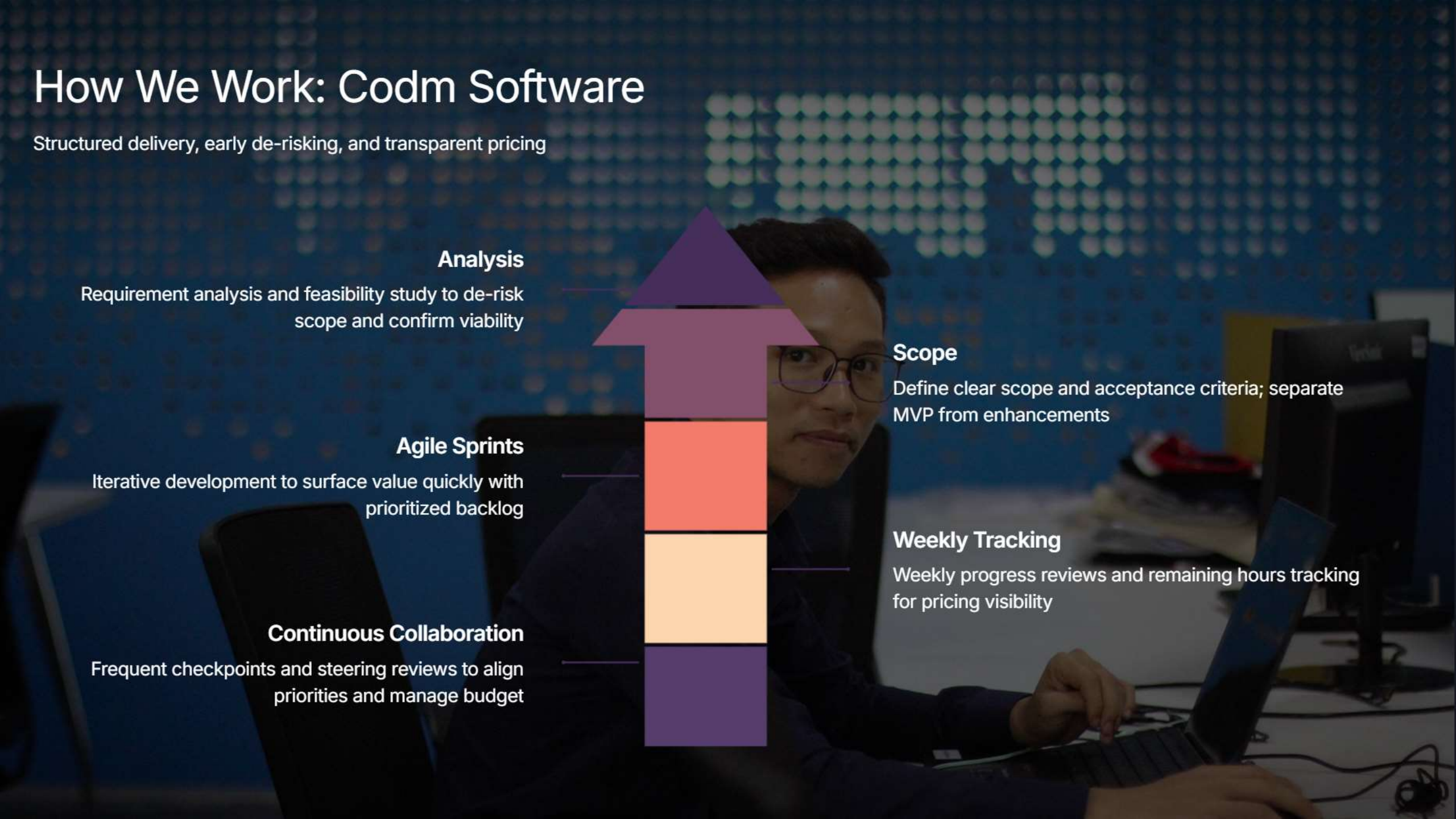
Frequent checkpoints and steering reviews to align priorities and manage budget

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

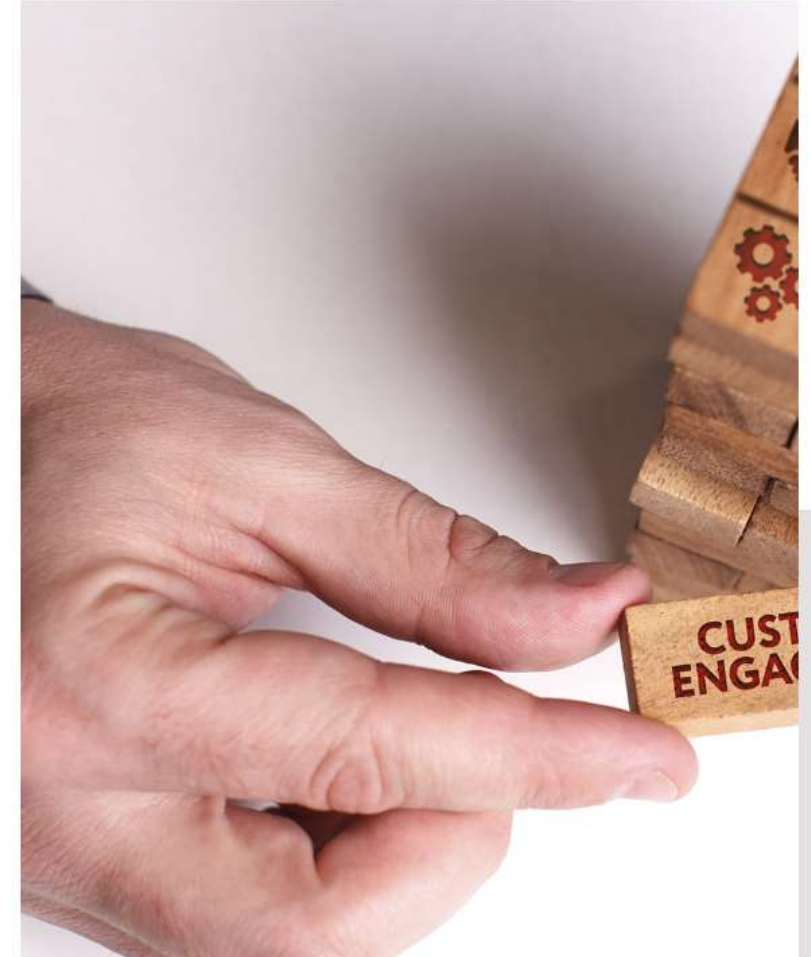
Choose the right model for exploration, ongoing engineering, or fixed deliverables

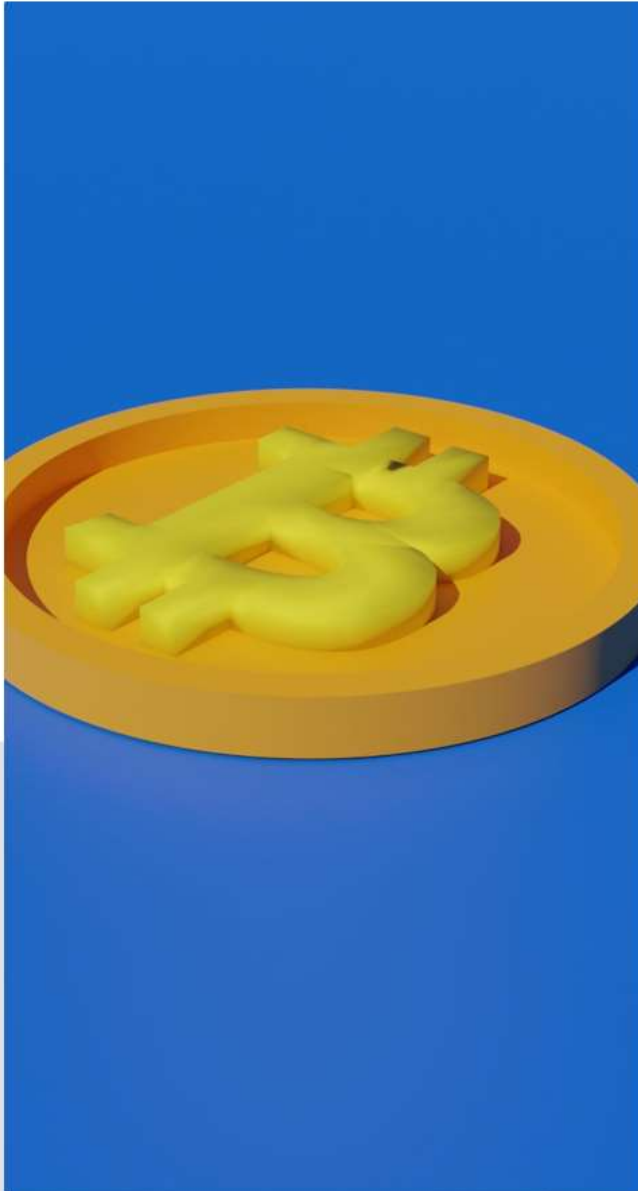
Hourly-based

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





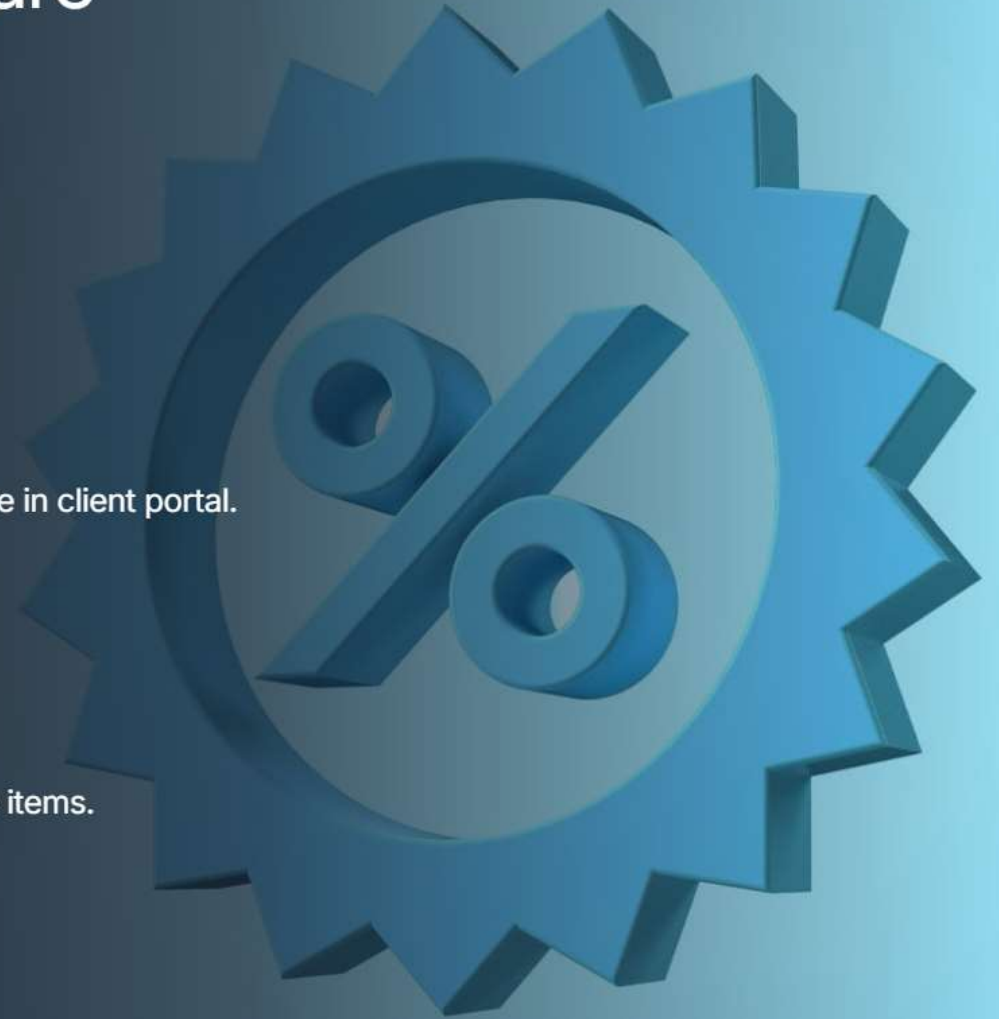
Transparent Pricing Model

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

- 2 Used: hours consumed to date**
Real-time consumption to track burn rate

- 3 Remaining: balance hours available**
Current remaining hours to plan top-up or renewal

- 4 Alert indicator: near-depletion warning**
Configurable alerts to stakeholders to avoid interruptions

- 5 Trend view: burn rate line**
Shows velocity and recent consumption trend

- 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

1

Transparent pricing for every engagement

Predictable budgeting and lower procurement risk

2

Skilled and certified developers

Certified talent delivering consistent quality

3

Flexible engagement models

Fixed price, time and materials, or outcome-based options

6

Executive-focused contract terms

Terms that prioritize collaboration and clear TCO

4

Scalable teams on demand

Rapid ramp up or down to match project scope

5

On-time delivery with quality assurance

Proven delivery rhythms and QA gates

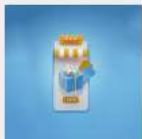
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References and short case summaries

Follow-up validation for procurement and vendor evaluation

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

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- **Click Schedule Discovery**

Starts scoping and procurement within days

- **Tailored engagement model**

Choose fixed scope, T&M, or hybrid based on discovery