BUSINESS CASE WHITEPAPER · FND-003

Activity and SIC mapping

Turn what your business actually sells into a clearer activity brief.



The decision

Revenue descriptions mix activities that the filing agent may need to treat separately.

What the fee buys

We map up to six planned revenue streams to candidate activities and list questions for the filing agent.

When to commission

Buy if multiple streams need a consistent brief. Have the filing agent confirm the final classification.

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SCOPE AND OPERATING CASE

How the work changes the decision

Starting position

A bicycle workshop earns money from repairs and from selling spare parts.

In this illustrative case

Give each income stream its own row. Take both descriptions to the filing agent when discussing candidate codes.

Inputs and ownership

Describe each planned revenue stream in plain English and identify who pays for it.

1. List planned revenue streams
2. Compare candidate activity codes
3. Document questions for the filer

Using the handover

Use the mapping to explain the actual business model and put uncertain classifications to the filing agent.

An alternative to buying

Prepare an internal activity list when the business has a single clear revenue stream.

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INVESTMENT AND EVALUATION

Test the case before approving spend

£249 GBP · one-time catalogue fee excluding applicable VAT

Full cost to the buyer

Government, agent, address and bank charges are separate where applicable. Include the cost of preparing inputs, reviewing the output and implementing any subsequent changes.

A time-only comparison

At an illustrative £40 per staff hour, the fee alone equals 6.22 hours. Replace £40 with your own fully loaded hourly cost. Divide the full incremental cost by that rate to find your break-even hours. Count only effort you can reasonably avoid. This illustration predicts no saving.

What to measure

Measure the share of planned revenue streams mapped to a description, possible code and open question. Record a baseline before work begins. Use the same scope and definition at follow-up, and note changes outside this service.

Timing and dependencies

Pay upfront at the external checkout. You can prepare immediately. We track clearance and start intake when payment clears, which can take up to seven business days depending on the payment system. The estimate after start and receipt of complete inputs is 2–3 working days.

Approval test

Buy if multiple streams need a consistent brief. Have the filing agent confirm the final classification. Assign an owner for the handover and a date for checking the measure. If the inputs or owner are missing, defer the purchase.

Basis: Routine Works service specification FND-003, GBP catalogue fee and an illustrative working case. View service scope.

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