



Professional Certificate Program in Product Management

Massachusetts Institute of Technology

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CardioAI

B2B2C Medical Hardware and Software Platform Impact Project - Group 2

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Logistic Growth Model

Using the Logistic Growth equation and a density-dependent decline term (also known as the Allee Effects equation), our Team has developed a system of seven differential equations that allow us to model multiple business-specific and topology-specific metrics such as the number of computing units based on processing requirements, computing cost, storage cost, archive cost, number of storage data IO operations, number of archive data IO operations, storage data IO operations cost, archive data IO operations cost, infrastructure cost, total carbon footprint, carbon footprint by infrastructure tier, gross revenue, net revenue, and cost per platform user, among other metrics. In addition, our model has 34 different coefficients that can be adjusted to perform various business growth experiments, including defining multiple rate plans and modeling those simultaneously to analyze profitability under different growth rates. The results below were derived using 3.5 million users as the carrying capacity (K), an initial pool of 1000 customers (N_0), a 17% intrinsic growth rate (r), a 3% intrinsic decline rate (d), and a time projection of 15 years. We also modeled a Premium, Standard, and Basic plan with costs of \$75.00, \$35.00, and \$15.00, respectively. To review the system of differential equations and the complete list of coefficients, please refer to the document: Logistic Growth Model - R5.

Date	Customers	Delta	Units	Units Cost	Storage Size (GB)	Archive Size (GB)	Storage Cost	Archive Cost	Storage IO Cost	Archive IO Cost	Infrastructure Cost	Per User Cost	CO ₂ e (g)	Gross Revenue	Net Revenue
2026-01-01	1000	140	2	\$27,714.66	733.34	488.89	\$16.87	\$0.73	\$48.96	\$0.83	\$27,782.05	\$27.78	5,119.84	\$45,200.00	\$17,417.95
2026-02-01	1140	159	2	\$27,714.66	836.00	557.34	\$19.23	\$0.83	\$55.81	\$0.95	\$27,791.48	\$24.38	5,188.11	\$51,528.00	\$23,736.52
2026-03-01	1299	181	2	\$27,714.66	952.61	635.07	\$21.91	\$0.94	\$63.60	\$1.08	\$27,802.20	\$21.40	5,265.65	\$58,714.80	\$30,912.60
2026-04-01	1480	207	2	\$27,714.66	1,085.34	723.56	\$24.96	\$1.07	\$72.46	\$1.24	\$27,814.39	\$18.79	5,353.92	\$66,896.00	\$39,081.61
2026-05-01	1687	236	2	\$27,714.66	1,237.14	824.76	\$28.45	\$1.22	\$82.60	\$1.41	\$27,828.34	\$16.50	5,454.86	\$76,252.40	\$48,424.06
2026-06-01	1923	269	2	\$27,714.66	1,410.21	940.14	\$32.43	\$1.40	\$94.15	\$1.61	\$27,844.25	\$14.48	5,569.95	\$86,919.60	\$59,075.35
2026-07-01	2192	306	2	\$27,714.66	1,607.48	1,071.65	\$36.97	\$1.59	\$107.32	\$1.83	\$27,862.37	\$12.71	5,701.14	\$99,078.40	\$71,216.03
2026-08-01	2498	349	2	\$27,714.66	1,831.88	1,221.25	\$42.13	\$1.81	\$122.30	\$2.09	\$27,882.99	\$11.16	5,850.36	\$112,909.60	\$85,026.61
2026-09-01	2847	398	2	\$27,714.66	2,087.81	1,391.87	\$48.02	\$2.07	\$139.39	\$2.38	\$27,906.51	\$9.80	6,020.56	\$128,684.40	\$100,777.89
2026-10-01	3245	454	2	\$27,714.66	2,379.68	1,586.45	\$54.73	\$2.36	\$158.88	\$2.71	\$27,933.33	\$8.61	6,214.65	\$146,674.00	\$118,740.67
2026-11-01	3699	517	2	\$27,714.66	2,712.62	1,808.41	\$62.39	\$2.69	\$181.10	\$3.09	\$27,963.93	\$7.56	6,436.06	\$167,194.80	\$139,230.87
2026-12-01	4216	590	2	\$27,714.66	3,091.75	2,061.17	\$71.11	\$3.06	\$206.42	\$3.52	\$27,998.77	\$6.64	6,688.18	\$190,563.20	\$162,564.43
2027-01-01	4806	672	2	\$27,714.66	3,524.42	2,349.61	\$81.06	\$3.49	\$235.30	\$4.01	\$28,038.52	\$5.83	6,975.91	\$217,231.20	\$189,192.68
2027-02-01	5478	766	2	\$27,714.66	4,017.22	2,678.15	\$92.40	\$3.98	\$268.20	\$4.57	\$28,083.81	\$5.13	7,303.62	\$247,605.60	\$219,521.79
2027-03-01	6244	874	2	\$27,714.66	4,578.96	3,052.64	\$105.32	\$4.53	\$305.71	\$5.21	\$28,135.43	\$4.51	7,677.17	\$282,228.80	\$254,093.37
2027-04-01	7118	996	2	\$27,714.66	5,219.90	3,479.93	\$120.06	\$5.17	\$348.50	\$5.94	\$28,194.32	\$3.96	8,103.40	\$321,733.60	\$293,539.28
2027-05-01	8114	1135	2	\$27,714.66	5,950.30	3,966.87	\$136.86	\$5.89	\$397.26	\$6.77	\$28,261.44	\$3.48	8,589.12	\$366,752.80	\$338,491.36
2027-06-01	9249	1294	2	\$27,714.66	6,782.64	4,521.76	\$156.00	\$6.71	\$452.83	\$7.72	\$28,337.93	\$3.06	9,142.62	\$418,054.80	\$389,716.87
2027-07-01	10543	1476	2	\$27,714.66	7,731.58	5,154.38	\$177.83	\$7.65	\$516.19	\$8.80	\$28,425.13	\$2.70	9,773.66	\$476,543.60	\$448,118.47
2027-08-01	12019	1682	2	\$27,714.66	8,813.98	5,875.99	\$202.72	\$8.73	\$588.45	\$10.03	\$28,524.59	\$2.37	10,493.46	\$543,258.80	\$514,734.21
2027-09-01	13701	1918	2	\$27,714.66	10,047.46	6,698.30	\$231.09	\$9.95	\$670.80	\$11.44	\$28,637.94	\$2.09	11,313.72	\$619,285.20	\$590,647.26
2027-10-01	15619	2186	2	\$27,714.66	11,454.00	7,636.00	\$263.44	\$11.34	\$764.71	\$13.04	\$28,767.19	\$1.84	12,249.07	\$705,978.80	\$677,211.61
2027-11-01	17805	2492	2	\$27,714.66	13,057.07	8,704.71	\$300.31	\$12.93	\$871.73	\$14.86	\$28,914.50	\$1.62	13,315.12	\$804,786.00	\$775,871.50

Date	Customers	Delta	Units	Units Cost	Storage Size (GB)	Archive Size (GB)	Storage Cost	Archive Cost	Storage IO Cost	Archive IO Cost	Infrastructure Cost	Per User Cost	CO ₂ e (g)	Gross Revenue	Net Revenue
2027-12-01	20297	2841	2	\$27,714.66	14,884.55	9,923.03	\$342.34	\$14.74	\$993.74	\$16.94	\$29,082.42	\$1.43	14,530.39	\$917,424.40	\$888,341.98
2028-01-01	23138	3239	2	\$27,714.66	16,967.96	11,311.97	\$390.26	\$16.80	\$1,132.84	\$19.32	\$29,273.87	\$1.27	15,915.86	\$1,045,837.60	\$1,016,563.73
2028-02-01	26377	3692	2	\$27,714.66	19,343.24	12,895.49	\$444.89	\$19.15	\$1,291.42	\$22.02	\$29,492.14	\$1.12	17,495.42	\$1,192,240.40	\$1,162,748.26
2028-03-01	30069	4209	2	\$27,714.66	22,050.72	14,700.48	\$507.17	\$21.83	\$1,472.18	\$25.10	\$29,740.94	\$0.99	19,295.90	\$1,359,118.80	\$1,329,377.86
2028-04-01	34278	4798	3	\$41,571.99	25,137.34	16,758.23	\$578.16	\$24.89	\$1,678.25	\$28.61	\$43,881.90	\$1.28	23,664.58	\$1,549,365.60	\$1,505,483.70
2028-05-01	39076	5470	3	\$41,571.99	28,655.89	19,103.93	\$659.09	\$28.37	\$1,913.16	\$32.62	\$44,205.23	\$1.13	26,004.42	\$1,766,235.20	\$1,722,029.97
2028-06-01	44546	6236	3	\$41,571.99	32,667.25	21,778.17	\$751.35	\$32.34	\$2,180.97	\$37.19	\$44,573.84	\$1.00	28,671.97	\$2,013,479.20	\$1,968,905.36
2028-07-01	50782	7109	3	\$41,571.99	37,240.34	24,826.89	\$856.53	\$36.87	\$2,486.29	\$42.39	\$44,994.06	\$0.89	31,713.08	\$2,295,346.40	\$2,250,352.34
2028-08-01	57891	8104	4	\$55,429.32	42,453.64	28,302.42	\$976.43	\$42.03	\$2,834.34	\$48.33	\$59,330.45	\$1.02	37,496.00	\$2,616,673.20	\$2,557,342.75
2028-09-01	65995	9239	4	\$55,429.32	48,396.60	32,264.40	\$1,113.12	\$47.91	\$3,231.12	\$55.09	\$59,876.56	\$0.91	41,448.07	\$2,982,974.00	\$2,923,097.44
2028-10-01	75234	10532	5	\$69,286.65	55,171.91	36,781.27	\$1,268.95	\$54.62	\$3,683.46	\$62.80	\$74,356.48	\$0.99	48,269.73	\$3,400,576.80	\$3,326,220.32
2028-11-01	85766	12007	6	\$83,143.98	62,895.42	41,930.28	\$1,446.59	\$62.27	\$4,199.10	\$71.60	\$88,923.54	\$1.04	55,721.95	\$3,876,623.20	\$3,787,699.66
2028-12-01	97773	13688	6	\$83,143.98	71,700.60	47,800.40	\$1,649.11	\$70.98	\$4,786.97	\$81.62	\$89,732.66	\$0.92	61,577.40	\$4,419,339.60	\$4,329,606.94
2029-01-01	111461	15604	7	\$97,001.31	81,738.52	54,492.35	\$1,879.99	\$80.92	\$5,457.13	\$93.05	\$104,512.39	\$0.94	70,568.70	\$5,038,037.20	\$4,933,524.81
2029-02-01	127065	17789	8	\$110,858.64	93,181.52	62,121.01	\$2,143.17	\$92.25	\$6,221.10	\$106.07	\$119,421.24	\$0.94	80,494.37	\$5,743,338.00	\$5,623,916.76
2029-03-01	144854	20279	9	\$124,715.97	106,226.86	70,817.90	\$2,443.22	\$105.16	\$7,092.05	\$120.92	\$134,477.33	\$0.93	91,485.61	\$6,547,400.80	\$6,412,923.47
2029-04-01	165133	23118	10	\$138,573.30	121,098.21	80,732.14	\$2,785.26	\$119.89	\$8,084.91	\$137.85	\$149,701.21	\$0.91	103,691.14	\$7,464,011.60	\$7,314,310.39
2029-05-01	188251	26355	12	\$166,287.96	138,051.50	92,034.33	\$3,175.18	\$136.67	\$9,216.77	\$157.15	\$178,973.73	\$0.95	119,597.24	\$8,508,945.20	\$8,329,971.47
2029-06-01	214606	30044	13	\$180,145.29	157,378.61	104,919.07	\$3,619.71	\$155.80	\$10,507.11	\$179.15	\$194,607.06	\$0.91	134,765.85	\$9,700,191.20	\$9,505,584.14
2029-07-01	244650	34251	15	\$207,859.95	179,411.00	119,607.33	\$4,126.45	\$177.62	\$11,978.06	\$204.23	\$224,346.31	\$0.92	154,049.56	\$11,058,180.00	\$10,833,833.69
2029-08-01	278901	39046	17	\$235,574.61	204,528.53	136,352.36	\$4,704.16	\$202.48	\$13,654.99	\$232.82	\$254,369.06	\$0.91	175,384.89	\$12,606,325.20	\$12,351,956.14
2029-09-01	317947	44512	19	\$263,289.27	233,162.43	155,441.62	\$5,362.74	\$230.83	\$15,566.69	\$265.42	\$284,714.94	\$0.90	199,058.59	\$14,371,204.40	\$14,086,489.46
2029-10-01	362459	50744	22	\$304,861.26	265,804.74	177,203.16	\$6,113.51	\$263.15	\$17,745.99	\$302.57	\$329,286.48	\$0.91	227,713.98	\$16,383,146.80	\$16,053,860.32
2029-11-01	413203	57848	25	\$346,433.25	303,017.21	202,011.48	\$6,969.40	\$299.99	\$20,230.42	\$344.93	\$374,277.99	\$0.91	259,408.52	\$18,676,775.60	\$18,302,497.61
2029-12-01	471051	65947	28	\$388,005.24	345,439.32	230,292.88	\$7,945.10	\$341.98	\$23,062.66	\$393.23	\$419,748.21	\$0.89	294,567.47	\$21,291,505.20	\$20,871,756.99
2030-01-01	536998	75179	32	\$443,434.56	393,800.72	262,533.81	\$9,057.42	\$389.86	\$26,291.42	\$448.28	\$479,621.54	\$0.89	335,992.13	\$24,272,309.60	\$23,792,688.06
2030-02-01	612177	85704	36	\$498,863.88	448,932.29	299,288.19	\$10,325.44	\$444.44	\$29,972.19	\$511.03	\$540,116.99	\$0.88	381,918.96	\$27,670,400.40	\$27,130,283.41
2030-03-01	697881	97703	41	\$568,150.53	511,782.24	341,188.16	\$11,770.99	\$506.66	\$34,168.25	\$582.58	\$615,179.02	\$0.88	435,294.59	\$31,544,221.20	\$30,929,042.18
2030-04-01	795584	111381	47	\$651,294.51	583,431.50	388,954.34	\$13,418.92	\$577.60	\$38,951.79	\$664.14	\$704,906.96	\$0.89	496,837.85	\$35,960,396.80	\$35,255,489.84
2030-05-01	906965	126975	54	\$748,295.82	665,111.36	443,407.57	\$15,297.56	\$658.46	\$44,405.01	\$757.12	\$809,413.97	\$0.89	567,367.53	\$40,994,818.00	\$40,185,404.03
2030-06-01	1033940	144751	61	\$845,297.13	758,226.87	505,484.58	\$17,439.22	\$750.64	\$50,621.70	\$863.12	\$914,971.81	\$0.88	645,501.93	\$46,734,088.00	\$45,819,116.19
2030-07-01	1178691	165016	70	\$970,013.10	864,378.20	576,252.13	\$19,880.70	\$855.73	\$57,708.71	\$983.95	\$1,049,442.19	\$0.89	736,937.31	\$53,276,833.20	\$52,227,391.01
2030-08-01	1343707	188118	79	\$1,094,729.07	985,390.60	656,927.07	\$22,663.98	\$975.54	\$65,787.89	\$1,121.70	\$1,185,278.19	\$0.88	838,255.31	\$60,735,556.40	\$59,550,278.21
2030-09-01	1531825	214455	90	\$1,247,159.70	1,123,344.57	748,896.38	\$25,836.93	\$1,112.11	\$74,998.15	\$1,278.74	\$1,350,385.63	\$0.88	955,471.61	\$69,238,490.00	\$67,888,104.37
2030-10-01	1746280	244479	103	\$1,427,304.99	1,280,612.44	853,741.63	\$29,454.09	\$1,267.81	\$85,497.87	\$1,457.76	\$1,544,98				

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2030-11-01	1990759	278706	117	\$1,621,307.61	1,459,898.03	973,265.36	\$33,577.65	\$1,445.30	\$97,467.56	\$1,661.85	\$1,755,459.98	\$0.88	1,241,813.90	\$89,982,306.80	\$88,226,846.82
2030-12-01	2269465	317725	134	\$1,856,882.22	1,664,283.57	1,109,522.38	\$38,278.52	\$1,647.64	\$111,113.01	\$1,894.51	\$2,009,815.90	\$0.89	1,417,103.69	\$102,579,818.00	\$100,570,002.10
2031-01-01	2587190	362206	152	\$2,106,314.16	1,897,283.19	1,264,855.46	\$43,637.51	\$1,878.31	\$126,668.82	\$2,159.74	\$2,280,658.55	\$0.88	1,613,737.94	\$116,940,988.00	\$114,660,329.45
2031-02-01	2949396	412915	174	\$2,411,175.42	2,162,902.40	1,441,934.93	\$49,746.76	\$2,141.27	\$144,402.43	\$2,462.10	\$2,609,927.98	\$0.88	1,841,328.54	\$133,312,699.20	\$130,702,771.22
2031-03-01	3362311	470723	198	\$2,743,751.34	2,465,708.41	1,643,805.61	\$56,711.29	\$2,441.05	\$164,618.75	\$2,806.80	\$2,970,329.23	\$0.88	2,098,280.53	\$151,976,457.20	\$149,006,127.97
2031-04-01	3833034	-114991	226	\$3,131,756.58	2,810,907.20	1,873,938.13	\$64,650.87	\$2,782.80	\$187,665.34	\$3,199.75	\$3,390,055.34	\$0.88	2,392,688.04	\$173,253,136.80	\$169,863,081.46
2031-05-01	3718043	-111541	219	\$3,034,755.27	2,726,580.00	1,817,720.00	\$62,711.34	\$2,699.31	\$182,035.39	\$3,103.76	\$3,285,305.07	\$0.88	2,320,397.87	\$168,055,543.60	\$164,770,238.53
2031-06-01	3606502	-108195	212	\$2,937,753.96	2,644,782.81	1,763,188.54	\$60,830.00	\$2,618.33	\$176,574.34	\$3,010.65	\$3,180,787.28	\$0.88	2,249,790.16	\$163,013,890.40	\$159,833,103.12
2031-07-01	3498307	489762	206	\$2,854,609.98	2,565,439.37	1,710,292.91	\$59,005.11	\$2,539.78	\$171,277.11	\$2,920.33	\$3,090,352.31	\$0.88	2,183,130.28	\$158,123,476.40	\$155,033,124.09
2031-08-01	3988069	-119642	235	\$3,256,472.55	2,924,600.16	1,949,733.44	\$67,265.80	\$2,895.35	\$195,255.86	\$3,329.17	\$3,525,218.74	\$0.88	2,489,138.61	\$180,260,718.80	\$176,735,500.06
2031-09-01	3868427	-116052	228	\$3,159,471.24	2,836,862.21	1,891,241.47	\$65,247.83	\$2,808.49	\$189,398.19	\$3,229.30	\$3,420,155.05	\$0.88	2,414,580.29	\$174,852,900.40	\$171,432,745.35
2031-10-01	3752375	-112571	221	\$3,062,469.93	2,751,756.94	1,834,504.62	\$63,290.41	\$2,724.24	\$183,716.28	\$3,132.42	\$3,315,333.28	\$0.88	2,341,772.70	\$169,607,350.00	\$166,292,016.72
2031-11-01	3639804	-109194	214	\$2,965,468.62	2,669,204.41	1,779,469.61	\$61,391.70	\$2,642.51	\$178,204.80	\$3,038.45	\$3,210,746.08	\$0.88	2,270,662.69	\$164,519,140.80	\$161,308,394.72
2031-12-01	3530610	-105918	208	\$2,882,324.64	2,589,128.37	1,726,085.58	\$59,549.95	\$2,563.24	\$172,858.67	\$2,947.29	\$3,120,243.79	\$0.88	2,203,515.63	\$159,583,572.00	\$156,463,328.21
2032-01-01	3424692	479456	202	\$2,799,180.66	2,511,454.74	1,674,303.16	\$57,763.46	\$2,486.34	\$167,672.92	\$2,858.87	\$3,029,962.25	\$0.88	2,137,966.16	\$154,796,078.40	\$151,766,116.15
2032-02-01	3904148	-117124	230	\$3,187,185.90	2,863,057.75	1,908,705.17	\$65,850.33	\$2,834.43	\$191,147.09	\$3,259.11	\$3,450,276.86	\$0.88	2,436,632.50	\$176,467,489.60	\$173,017,212.74
2032-03-01	3787024	-113610	223	\$3,090,184.59	2,777,166.34	1,851,444.23	\$63,874.83	\$2,749.39	\$185,412.70	\$3,161.34	\$3,345,382.85	\$0.88	2,363,302.13	\$171,173,484.80	\$167,828,101.95
2032-04-01	3673414	-110202	216	\$2,993,183.28	2,693,851.88	1,795,901.25	\$61,958.59	\$2,666.91	\$179,850.35	\$3,066.50	\$3,240,725.64	\$0.88	2,291,685.43	\$166,038,312.80	\$162,797,587.16
2032-05-01	3563212	-106896	210	\$2,910,039.30	2,613,036.63	1,742,024.42	\$60,099.84	\$2,586.91	\$174,454.86	\$2,974.51	\$3,150,155.42	\$0.88	2,224,046.79	\$161,057,182.40	\$157,907,026.98
2032-06-01	3456316	483884	203	\$2,813,037.99	2,534,645.80	1,689,763.86	\$58,296.85	\$2,509.30	\$169,221.23	\$2,885.27	\$3,045,950.65	\$0.88	2,155,704.30	\$156,225,483.20	\$153,179,532.55
2032-07-01	3940200	-118206	232	\$3,214,900.56	2,889,496.03	1,926,330.69	\$66,458.41	\$2,860.60	\$192,912.19	\$3,289.21	\$3,480,420.97	\$0.88	2,458,846.12	\$178,097,040.00	\$174,616,619.03
2032-08-01	3821994	-114659	225	\$3,117,899.25	2,802,811.15	1,868,540.77	\$64,464.66	\$2,774.78	\$187,124.83	\$3,190.53	\$3,375,454.05	\$0.88	2,384,988.09	\$172,754,128.80	\$169,378,674.75
2032-09-01	3707335	-111220	218	\$3,020,897.94	2,718,727.42	1,812,484.95	\$62,530.73	\$2,691.54	\$181,511.12	\$3,094.82	\$3,270,726.15	\$0.88	2,312,859.83	\$167,571,542.00	\$164,300,815.85
2032-10-01	3596115	-107883	212	\$2,937,753.96	2,637,165.63	1,758,110.42	\$60,654.81	\$2,610.79	\$176,065.79	\$3,001.97	\$3,180,087.33	\$0.88	2,244,724.74	\$162,544,398.00	\$159,364,310.67
2032-11-01	3488232	488352	205	\$2,840,752.65	2,558,050.99	1,705,367.33	\$58,835.17	\$2,532.47	\$170,783.84	\$2,911.92	\$3,075,816.05	\$0.88	2,175,900.93	\$157,668,086.40	\$154,592,270.35
2032-12-01	3976584	-119297	234	\$3,242,615.22	2,916,177.78	1,944,118.52	\$67,072.09	\$2,887.02	\$194,693.55	\$3,319.58	\$3,510,587.46	\$0.88	2,481,221.65	\$179,741,596.80	\$176,231,009.34
2033-01-01	3857287	-115718	227	\$3,145,613.91	2,828,692.83	1,885,795.22	\$65,059.94	\$2,800.41	\$188,852.77	\$3,220.00	\$3,405,547.02	\$0.88	2,406,831.57	\$174,349,372.40	\$170,943,825.38
2033-02-01	3741569	-112247	220	\$3,048,612.60	2,743,832.49	1,829,221.66	\$63,108.15	\$2,716.39	\$183,187.22	\$3,123.40	\$3,300,747.76	\$0.88	2,334,186.87	\$169,118,918.80	\$165,818,171.04
2033-03-01	3629322	-108879	214	\$2,965,468.62	2,661,517.57	1,774,345.05	\$61,214.90	\$2,634.90	\$177,691.61	\$3,029.69	\$3,210,039.73	\$0.88	2,265,550.94	\$164,045,354.40	\$160,835,314.67
2033-04-01	3520443	-105613	207	\$2,868,467.31	2,581,672.52	1,721,115.02	\$59,378.47	\$2,555.86	\$172,360.89	\$2,938.80	\$3,105,701.33	\$0.88	2,196,241.41	\$159,124,023.60	\$156,018,322.27
2033-05-01	3414830	478076	201	\$2,785,323.33	2,504,222.56	1,669,481.71	\$57,597.12	\$2,479.18	\$167,190.08	\$2,850.64	\$3,015,440.35	\$0.88	2,130,840.69	\$154,350,316.	

Date	Customers	Delta	Units	Units Cost	Storage Size (GB)	Archive Size (GB)	Storage Cost	Archive Cost	Storage IO Cost	Archive IO Cost	Infrastructure Cost	Per User Cost	CO ₂ e (g)	Gross Revenue	Net Revenue
2033-10-01	3446363	482490	203	\$2,813,037.99	2,527,346.89	1,684,897.93	\$58,128.98	\$2,502.07	\$168,733.93	\$2,876.96	\$3,045,279.94	\$0.88	2,150,850.53	\$155,775,607.60	\$152,730,327.66
2033-11-01	3928853	-117865	231	\$3,201,043.23	2,881,174.85	1,920,783.24	\$66,267.02	\$2,852.36	\$192,356.64	\$3,279.74	\$3,465,799.00	\$0.88	2,450,996.45	\$177,584,155.60	\$174,118,356.60
2033-12-01	3810988	-114329	224	\$3,104,041.92	2,794,740.04	1,863,160.03	\$64,279.02	\$2,766.79	\$186,585.97	\$3,181.35	\$3,360,855.05	\$0.88	2,377,304.72	\$172,256,657.60	\$168,895,802.55
2034-01-01	3696659	-110899	218	\$3,020,897.94	2,710,898.31	1,807,265.54	\$62,350.66	\$2,683.79	\$180,988.42	\$3,085.91	\$3,270,006.72	\$0.88	2,307,653.47	\$167,088,986.80	\$163,818,980.08
2034-02-01	3585760	-107572	211	\$2,923,896.63	2,629,571.92	1,753,047.95	\$60,480.15	\$2,603.28	\$175,558.81	\$2,993.33	\$3,165,532.20	\$0.88	2,237,358.84	\$162,076,352.00	\$158,910,819.80
2034-03-01	3478188	486946	205	\$2,840,752.65	2,550,685.35	1,700,456.90	\$58,665.76	\$2,525.18	\$170,292.08	\$2,903.53	\$3,075,139.21	\$0.88	2,171,002.77	\$157,214,097.60	\$154,138,958.39
2034-04-01	3965134	-118954	233	\$3,228,757.89	2,907,781.07	1,938,520.71	\$66,878.96	\$2,878.70	\$194,132.96	\$3,310.02	\$3,495,958.54	\$0.88	2,473,321.75	\$179,224,056.80	\$175,728,098.26
2034-05-01	3846180	-115385	226	\$3,131,756.58	2,820,547.65	1,880,365.10	\$64,872.60	\$2,792.34	\$188,308.97	\$3,210.72	\$3,390,941.22	\$0.88	2,399,098.95	\$173,847,336.00	\$170,456,394.78
2034-06-01	3730795	-111923	220	\$3,048,612.60	2,735,931.51	1,823,954.34	\$62,926.42	\$2,708.57	\$182,659.72	\$3,114.40	\$3,300,021.72	\$0.88	2,328,932.72	\$168,631,934.00	\$165,331,912.28
2034-07-01	3618872	-108566	213	\$2,951,611.29	2,653,854.19	1,769,236.13	\$61,038.65	\$2,627.32	\$177,179.97	\$3,020.97	\$3,195,478.20	\$0.88	2,258,138.72	\$163,573,014.40	\$160,377,536.20
2034-08-01	3510306	-105309	207	\$2,868,467.31	2,574,238.68	1,716,159.12	\$59,207.49	\$2,548.50	\$171,864.58	\$2,930.34	\$3,105,018.22	\$0.88	2,191,297.91	\$158,665,831.20	\$155,560,812.98
2034-09-01	3404997	476699	200	\$2,771,466.00	2,497,011.65	1,664,674.44	\$57,431.27	\$2,472.04	\$166,708.65	\$2,842.43	\$3,000,920.39	\$0.88	2,123,729.35	\$153,905,864.40	\$150,904,944.01
2034-10-01	3881696	-116450	228	\$3,159,471.24	2,846,592.86	1,897,728.57	\$65,471.64	\$2,818.13	\$190,047.84	\$3,240.37	\$3,421,049.21	\$0.88	2,421,051.18	\$175,452,659.20	\$172,031,609.99
2034-11-01	3765246	-112957	222	\$3,076,327.26	2,761,195.72	1,840,797.15	\$63,507.50	\$2,733.58	\$184,346.44	\$3,143.16	\$3,330,057.95	\$0.88	2,350,365.58	\$170,189,119.20	\$166,859,061.25
2034-12-01	3652289	-109568	215	\$2,979,325.95	2,678,360.13	1,785,573.42	\$61,602.28	\$2,651.58	\$178,816.07	\$3,048.87	\$3,225,444.75	\$0.88	2,279,067.33	\$165,083,462.80	\$161,858,018.05
2035-01-01	3542721	-106281	208	\$2,882,324.64	2,598,009.82	1,732,006.54	\$59,754.23	\$2,572.03	\$173,451.62	\$2,957.40	\$3,121,059.92	\$0.88	2,209,421.79	\$160,130,989.20	\$157,009,929.28
2035-02-01	3436440	481101	202	\$2,799,180.66	2,520,069.98	1,680,046.66	\$57,961.61	\$2,494.87	\$168,248.10	\$2,868.68	\$3,030,753.92	\$0.88	2,143,695.30	\$155,327,088.00	\$152,296,334.08
2035-03-01	3917541	-117526	230	\$3,187,185.90	2,872,879.34	1,915,252.89	\$66,076.22	\$2,844.15	\$191,802.81	\$3,270.30	\$3,451,179.38	\$0.88	2,443,163.85	\$177,072,853.20	\$173,621,673.82
2035-04-01	3800015	-114000	224	\$3,104,041.92	2,786,693.13	1,857,795.42	\$64,093.94	\$2,758.83	\$186,048.73	\$3,172.19	\$3,360,115.61	\$0.88	2,371,953.52	\$171,760,678.00	\$168,400,562.39
2035-05-01	3686015	-110580	217	\$3,007,040.61	2,703,092.67	1,802,061.78	\$62,171.13	\$2,676.06	\$180,467.29	\$3,077.02	\$3,255,432.12	\$0.88	2,300,146.63	\$166,607,878.00	\$163,352,445.88
2035-06-01	3575435	-107263	210	\$2,910,039.30	2,622,000.22	1,748,000.14	\$60,306.00	\$2,595.78	\$175,053.30	\$2,984.71	\$3,150,979.09	\$0.88	2,230,007.57	\$161,609,662.00	\$158,458,682.91
2035-07-01	3468172	485544	204	\$2,826,895.32	2,543,340.25	1,695,560.16	\$58,496.83	\$2,517.91	\$169,801.70	\$2,895.17	\$3,060,606.92	\$0.88	2,163,802.20	\$156,761,374.40	\$153,700,767.48
2035-08-01	3953716	-118611	233	\$3,228,757.89	2,899,407.82	1,932,938.55	\$66,686.38	\$2,870.41	\$193,573.94	\$3,300.49	\$3,495,189.11	\$0.88	2,467,753.54	\$178,707,963.20	\$175,212,774.09
2035-09-01	3835105	-115053	226	\$3,131,756.58	2,812,425.94	1,874,950.63	\$64,685.80	\$2,784.30	\$187,766.74	\$3,201.48	\$3,390,194.90	\$0.88	2,393,698.01	\$173,346,746.00	\$169,956,551.10
2035-10-01	3720052	-111601	219	\$3,034,755.27	2,728,053.27	1,818,702.18	\$62,745.23	\$2,700.77	\$182,133.75	\$3,105.43	\$3,285,440.45	\$0.88	2,321,377.60	\$168,146,350.40	\$164,860,909.95
2035-11-01	3608451	-108253	212	\$2,937,753.96	2,646,212.08	1,764,141.39	\$60,862.88	\$2,619.75	\$176,669.76	\$3,012.27	\$3,180,918.62	\$0.88	2,250,740.63	\$163,101,985.20	\$159,921,066.58
2035-12-01	3500198	-105005	206	\$2,854,609.98	2,566,826.11	1,711,217.41	\$59,037.00	\$2,541.16	\$171,369.69	\$2,921.90	\$3,090,479.74	\$0.88	2,184,052.46	\$158,208,949.60	\$155,118,469.86
2036-01-01	3395193	475327	200	\$2,771,466.00	2,489,822.02	1,659,881.34	\$57,265.91	\$2,464.92	\$166,228.65	\$2,834.25	\$3,000,259.73	\$0.88	2,118,948.24	\$153,462,723.60	\$150,462,463.87
2036-02-01	3870520	-116115	228	\$3,159,471.24	2,838,397.08	1,892,264.72	\$65,283.13	\$2,810.01	\$189,500.66	\$3,231.04	\$3,420,296.09	\$0.88	2,415,600.98	\$174,947,504.00	\$171,527,207.91
2036-03-01	3754405	-112632	221	\$3,062,469.93	2,753,245.61	1,835,497.07	\$63,324.65	\$2,725.71	\$183,815.67	\$3,134.11	\$3,315,470.07	\$0.88	2,342,762.67	\$169,699,106.00	\$166,383,635.93
2036-04-01	3641773	-109253	214	\$2,965,468.62	2,670,648.35	1,780,432.23	\$61,424.91	\$2,643.94	\$178,301.21	\$3,040.09	\$3,210,878.77	\$0.88	2,271,622.92	\$164,608	

Date	Customers	Delta	Units	Units Cost	Storage Size (GB)	Archive Size (GB)	Storage Cost	Archive Cost	Storage IO Cost	Archive IO Cost	Infrastructure Cost	Per User Cost	CO ₂ e (g)	Gross Revenue	Net Revenue
2036-09-01	3675402	-110262	216	\$2,993,183.28	2,695,309.76	1,796,873.17	\$61,992.12	\$2,668.36	\$179,947.68	\$3,068.16	\$3,240,859.60	\$0.88	2,292,654.92	\$166,128,170.40	\$162,887,310.80
2036-10-01	3565140	-106954	210	\$2,910,039.30	2,614,450.51	1,742,967.00	\$60,132.36	\$2,588.31	\$174,549.25	\$2,976.12	\$3,150,285.34	\$0.88	2,224,987.02	\$161,144,328.00	\$157,994,042.66
2036-11-01	3458186	484146	204	\$2,826,895.32	2,536,017.14	1,690,678.09	\$58,328.39	\$2,510.66	\$169,312.79	\$2,886.83	\$3,059,933.99	\$0.88	2,158,932.33	\$156,310,007.20	\$153,250,073.21
2036-12-01	3942332	-118269	232	\$3,214,900.56	2,891,059.51	1,927,373.01	\$66,494.37	\$2,862.15	\$193,016.57	\$3,290.99	\$3,480,564.64	\$0.88	2,459,885.83	\$178,193,406.40	\$174,712,841.76
2037-01-01	3824063	-114721	225	\$3,117,899.25	2,804,328.43	1,869,552.28	\$64,499.55	\$2,776.29	\$187,226.12	\$3,192.26	\$3,375,593.47	\$0.88	2,385,997.08	\$172,847,647.60	\$169,472,054.13
2037-02-01	3709342	-111280	218	\$3,020,897.94	2,720,199.23	1,813,466.15	\$62,564.58	\$2,693.00	\$181,609.38	\$3,096.49	\$3,270,861.40	\$0.88	2,313,838.58	\$167,662,258.40	\$164,391,397.00
2037-03-01	3598062	-107941	212	\$2,937,753.96	2,638,593.44	1,759,062.29	\$60,687.65	\$2,612.21	\$176,161.12	\$3,003.60	\$3,180,218.53	\$0.88	2,245,674.23	\$162,632,402.40	\$159,452,183.87
2037-04-01	3490121	488616	205	\$2,840,752.65	2,559,436.27	1,706,290.85	\$58,867.03	\$2,533.84	\$170,876.32	\$2,913.49	\$3,075,943.34	\$0.88	2,176,822.13	\$157,753,469.20	\$154,677,525.86
2037-05-01	3978737	-119362	234	\$3,242,615.22	2,917,756.66	1,945,171.10	\$67,108.40	\$2,888.58	\$194,798.96	\$3,321.38	\$3,510,732.55	\$0.88	2,482,271.60	\$179,838,912.40	\$176,328,179.85
2037-06-01	3859375	-115781	227	\$3,145,613.91	2,830,224.04	1,886,816.02	\$65,095.15	\$2,801.92	\$188,955.00	\$3,221.74	\$3,405,687.72	\$0.88	2,407,849.83	\$174,443,750.00	\$171,038,062.28
2037-07-01	3743594	-112307	220	\$3,048,612.60	2,745,317.50	1,830,211.67	\$63,142.30	\$2,717.86	\$183,286.36	\$3,125.09	\$3,300,884.22	\$0.88	2,335,174.40	\$169,210,448.80	\$165,909,564.58
2037-08-01	3631287	-108938	214	\$2,965,468.62	2,662,958.58	1,775,305.72	\$61,248.05	\$2,636.33	\$177,787.81	\$3,031.34	\$3,210,172.14	\$0.88	2,266,509.21	\$164,134,172.40	\$160,924,000.26
2037-09-01	3522349	-105670	207	\$2,868,467.31	2,583,070.27	1,722,046.84	\$59,410.62	\$2,557.24	\$172,454.21	\$2,940.40	\$3,105,829.77	\$0.88	2,197,170.91	\$159,210,174.80	\$156,104,345.03
2037-10-01	3416679	478335	201	\$2,785,323.33	2,505,578.50	1,670,385.67	\$57,628.31	\$2,480.52	\$167,280.60	\$2,852.18	\$3,015,564.95	\$0.88	2,131,742.39	\$154,433,890.80	\$151,418,325.85
2037-11-01	3895014	-116850	229	\$3,173,328.57	2,856,359.45	1,904,239.63	\$65,696.27	\$2,827.80	\$190,699.89	\$3,251.49	\$3,435,804.01	\$0.88	2,429,862.04	\$176,054,632.80	\$172,618,828.79
2037-12-01	3778164	-113344	222	\$3,076,327.26	2,770,668.97	1,847,112.65	\$63,725.39	\$2,742.96	\$184,978.91	\$3,153.95	\$3,330,928.46	\$0.88	2,356,665.29	\$170,773,012.80	\$167,442,084.34
2038-01-01	3664820	-109944	216	\$2,993,183.28	2,687,549.58	1,791,699.72	\$61,813.64	\$2,660.67	\$179,429.59	\$3,059.33	\$3,240,146.51	\$0.88	2,287,494.40	\$165,649,864.00	\$162,409,717.49
2038-02-01	3554876	-106646	209	\$2,896,181.97	2,606,923.53	1,737,949.02	\$59,959.24	\$2,580.85	\$174,046.73	\$2,967.55	\$3,135,736.34	\$0.88	2,217,665.50	\$160,680,395.20	\$157,544,658.86
2038-03-01	3448230	482752	203	\$2,813,037.99	2,528,716.03	1,685,810.69	\$58,160.47	\$2,503.43	\$168,825.34	\$2,878.52	\$3,045,405.75	\$0.88	2,151,761.01	\$155,859,996.00	\$152,814,590.25
2038-04-01	3930982	-117929	231	\$3,201,043.23	2,882,736.13	1,921,824.09	\$66,302.93	\$2,853.91	\$192,460.88	\$3,281.52	\$3,465,942.46	\$0.88	2,452,034.70	\$177,680,386.40	\$174,214,443.94
2038-05-01	3813053	-114391	224	\$3,104,041.92	2,796,254.38	1,864,169.59	\$64,313.85	\$2,768.29	\$186,687.07	\$3,183.07	\$3,360,994.21	\$0.88	2,378,311.76	\$172,349,995.60	\$168,989,001.39
2038-06-01	3698662	-110959	218	\$3,020,897.94	2,712,367.18	1,808,244.79	\$62,384.45	\$2,685.24	\$181,086.49	\$3,087.58	\$3,270,141.70	\$0.88	2,308,630.27	\$167,179,522.40	\$163,909,380.70
2038-07-01	3587703	-107631	211	\$2,923,896.63	2,630,996.80	1,753,997.87	\$60,512.93	\$2,604.69	\$175,653.94	\$2,994.95	\$3,165,663.13	\$0.88	2,238,306.38	\$162,164,175.60	\$158,998,512.47
2038-08-01	3480072	487210	205	\$2,840,752.65	2,552,066.96	1,701,377.97	\$58,697.54	\$2,526.55	\$170,384.33	\$2,905.10	\$3,075,266.17	\$0.88	2,171,921.54	\$157,299,254.40	\$154,223,988.23
2038-09-01	3967282	-119018	233	\$3,228,757.89	2,909,356.28	1,939,570.85	\$66,915.19	\$2,880.26	\$194,238.13	\$3,311.82	\$3,496,103.29	\$0.88	2,474,369.26	\$179,321,146.40	\$175,825,043.11
2038-10-01	3848264	-115447	226	\$3,131,756.58	2,822,075.93	1,881,383.95	\$64,907.75	\$2,793.86	\$188,411.01	\$3,212.46	\$3,391,081.65	\$0.88	2,400,115.25	\$173,941,532.80	\$170,550,451.15
2038-11-01	3732817	-111984	220	\$3,048,612.60	2,737,414.32	1,824,942.88	\$62,960.53	\$2,710.04	\$182,758.72	\$3,116.09	\$3,300,157.98	\$0.88	2,329,918.78	\$168,723,328.40	\$165,423,170.42
2038-12-01	3620833	-108624	213	\$2,951,611.29	2,655,292.27	1,770,194.84	\$61,071.72	\$2,628.74	\$177,275.98	\$3,022.61	\$3,195,610.34	\$0.88	2,259,095.04	\$163,661,651.60	\$160,466,041.26
2039-01-01	3512209	-105366	207	\$2,868,467.31	2,575,634.22	1,717,089.48	\$59,239.59	\$2,549.88	\$171,957.75	\$2,931.93	\$3,105,146.46	\$0.88	2,192,225.94	\$158,751,846.80	\$155,646,700.34
2039-02-01	3406843	476958	201	\$2,785,323.33	2,498,365.40	1,665,576.93	\$57,462.40	\$2,473.38	\$166,799.03	\$2,843.97	\$3,014,902.12	\$0.88	2,126,945.67	\$153,989,303.60	\$150,974,401.48
2039-03-01	3883801	-116514	229	\$3,173,328.57	2,848,136.54	1,898,757.69	\$65,507.14	\$2,819.66	\$190,150.90	\$3,242.13	\$3,435,048.39	\$0.88	2,424,393.80	\$175,547	

Date	Customers	Delta	Units	Units Cost	Storage Size (GB)	Archive Size (GB)	Storage Cost	Archive Cost	Storage IO Cost	Archive IO Cost	Infrastructure Cost	Per User Cost	CO ₂ e (g)	Gross Revenue	Net Revenue
2039-08-01	3919664	-117589	231	\$3,201,043.23	2,874,436.22	1,916,290.81	\$66,112.03	\$2,845.69	\$191,906.75	\$3,272.07	\$3,465,179.77	\$0.88	2,446,515.26	\$177,168,812.80	\$173,703,633.03
2039-09-01	3802075	-114062	224	\$3,104,041.92	2,788,203.80	1,858,802.54	\$64,128.69	\$2,760.32	\$186,149.59	\$3,173.91	\$3,360,254.43	\$0.88	2,372,958.12	\$171,853,790.00	\$168,493,535.57
2039-10-01	3688013	-110640	217	\$3,007,040.61	2,704,557.87	1,803,038.58	\$62,204.83	\$2,677.51	\$180,565.12	\$3,078.69	\$3,255,566.76	\$0.88	2,301,121.00	\$166,698,187.60	\$163,442,620.84
2039-11-01	3577373	-107321	211	\$2,923,896.63	2,623,421.42	1,748,947.62	\$60,338.69	\$2,597.19	\$175,148.18	\$2,986.33	\$3,164,967.02	\$0.88	2,233,268.76	\$161,697,259.60	\$158,532,292.58
2039-12-01	3470052	485807	204	\$2,826,895.32	2,544,718.92	1,696,479.28	\$58,528.54	\$2,519.27	\$169,893.75	\$2,896.74	\$3,060,733.61	\$0.88	2,164,719.01	\$156,846,350.40	\$153,785,616.79
2040-01-01	3955859	-118675	233	\$3,228,757.89	2,900,979.36	1,933,986.24	\$66,722.53	\$2,871.97	\$193,678.86	\$3,302.28	\$3,495,333.52	\$0.88	2,468,798.62	\$178,804,826.80	\$175,309,493.28
2040-02-01	3837184	-115115	226	\$3,131,756.58	2,813,950.55	1,875,967.03	\$64,720.86	\$2,785.81	\$187,868.53	\$3,203.21	\$3,390,335.00	\$0.88	2,394,711.87	\$173,440,716.80	\$170,050,381.80
2040-03-01	3722069	-111662	219	\$3,034,755.27	2,729,532.41	1,819,688.27	\$62,779.25	\$2,702.24	\$182,232.50	\$3,107.12	\$3,285,576.37	\$0.88	2,322,361.23	\$168,237,518.80	\$164,951,942.43
2040-04-01	3610407	-108312	212	\$2,937,753.96	2,647,646.49	1,765,097.66	\$60,895.87	\$2,621.17	\$176,765.53	\$3,013.90	\$3,181,050.43	\$0.88	2,251,694.51	\$163,190,396.40	\$160,009,345.97
2040-05-01	3502095	-105062	206	\$2,854,609.98	2,568,217.25	1,712,144.83	\$59,069.00	\$2,542.54	\$171,462.57	\$2,923.49	\$3,090,607.57	\$0.88	2,184,977.57	\$158,294,694.00	\$155,204,086.43
2040-06-01	3397033	475584	200	\$2,771,466.00	2,491,171.36	1,660,780.90	\$57,296.94	\$2,466.26	\$166,318.74	\$2,835.78	\$3,000,383.72	\$0.88	2,119,845.55	\$153,545,891.60	\$150,545,507.88
2040-07-01	3872617	-116178	228	\$3,159,471.24	2,839,934.89	1,893,289.93	\$65,318.50	\$2,811.54	\$189,603.33	\$3,232.79	\$3,420,437.40	\$0.88	2,416,623.63	\$175,042,288.40	\$171,621,851.00
2040-08-01	3756439	-112693	221	\$3,062,469.93	2,754,737.22	1,836,491.48	\$63,358.96	\$2,727.19	\$183,915.25	\$3,135.81	\$3,315,607.14	\$0.88	2,343,754.59	\$169,791,042.80	\$166,475,435.66
2040-09-01	3643746	-109312	214	\$2,965,468.62	2,672,095.23	1,781,396.82	\$61,458.19	\$2,645.37	\$178,397.80	\$3,041.74	\$3,211,011.72	\$0.88	2,272,585.09	\$164,697,319.20	\$161,486,307.48
2040-10-01	3534434	-106033	208	\$2,882,324.64	2,591,932.65	1,727,955.10	\$59,614.45	\$2,566.01	\$173,045.89	\$2,950.48	\$3,120,501.48	\$0.88	2,205,380.48	\$159,756,416.80	\$156,635,915.32
2040-11-01	3428401	479976	202	\$2,799,180.66	2,514,174.68	1,676,116.46	\$57,826.02	\$2,489.03	\$167,854.51	\$2,861.97	\$3,030,212.19	\$0.88	2,139,774.93	\$154,963,725.20	\$151,933,513.01
2040-12-01	3908377	-117251	230	\$3,187,185.90	2,866,159.04	1,910,772.69	\$65,921.66	\$2,837.50	\$191,354.14	\$3,262.65	\$3,450,561.84	\$0.88	2,438,694.85	\$176,658,640.40	\$173,208,078.56