

# EXECUTIVE DASHBOARD



Our model reflects a classic Deep Tech 'J-Curve.' We invest upfront in the Regulatory Moat (2025-2030). Once the 'Safety OS' is certified (2031), we unlock near-infinite operating leverage.

# Revenue Stack (Unit Economics)

## A Multi-Layered Monetization Engine

### The Upside: Data & Ecosystem



#### The Multiplier

- Pharma RWE & App Store
- Monetizing "Hive Mind" data
- Kicks in post-2035

### The Core: SaMD Licensing



#### The Recurring Engine

- Annual Per-Robot License: \$15k-\$25k
- Cheaper than 2 months nurse salary
- \$100k+ savings/year

### Phase 0: Pre-Launch Validation



#### The Bridge

- NRE Fees & Pilot Programs
- Paid OEM integrations
- Offsets R&D burn

# Defensible Assumptions

## Conservative Modeling in a Hyper-Growth Market

"We don't need to win the whole market to become a unicorn. Even with conservative adoption rates, the sheer scale of the demographic crisis drives us to \$100M+ ARR rapidly. We are betting on demographics, not miracles."



### Target Market Penetration (Year 5)

**2.5% of SOM**

Well below avg. for high-growth phase; assumes slow adoption.



### Average Revenue Per User (ARPU) Growth

**0% CAGR  
(Flat pricing)**

No price increases or upsells modeled, providing revenue floor.



### Sales Cycle Duration

**12 Months  
(Enterprise avg.)**

Uses long end of B2B spectrum for complex deals.



### Annual Customer Churn Rate

**15%  
(High for SaaS)**

Models initial 'leaky bucket', impacting LTV significantly.