

TDIU Report Service: Multi-Service Strategy & Implementation Plan

Multi-Service Vision

The TDIU Report Service is designed as a comprehensive platform with multiple interconnected services that share a common secure infrastructure. This approach provides several key advantages:

1. **Revenue Diversification:** Reduces dependence on a single service
2. **Enhanced Client Value:** Offers a complete solution for attorneys
3. **Operational Efficiency:** Leverages shared infrastructure and knowledge
4. **Revenue Stability:** Mitigates volume fluctuations in any single service
5. **Increased Client Retention:** Creates multiple touchpoints with clients

Core Service Portfolio

1. TDIU Report Service (Primary)

Description: Comprehensive reports for attorneys handling Total Disability Individual Unemployability (TDIU) claims for veterans.

Revenue Model:

- Per-report pricing (\$695-\$1,050 baseline)
- Volume discounts (5-15% based on monthly volume)
- Priority processing fees (+25% for expedited service)

AWS Implementation:

- S3 buckets for document storage
- Lambda functions for processing
- Claude AI for document analysis
- Templates for consistent reporting

Implementation Timeline: Months 1-3

Target Monthly Revenue:

- Year 1 (Month 12): \$27,800 (40 reports @ \$695 average)
- Year 2 (Month 24): \$52,125 (75 reports @ \$695 average)

- Year 3 (Month 36): \$86,875 (125 reports @ \$695 average)

2. Document Analysis Service (Secondary)

Description: AI-assisted analysis and organization of complex medical records, providing attorneys with structured, searchable document libraries.

Revenue Model:

- Per-page pricing (\$0.60-\$0.75 per page)
- Volume discounts for large document sets
- Monthly subscription options
- Bundled pricing with TDIU reports

AWS Implementation:

- Enhanced Claude prompts for document classification
- New Lambda functions for document organization
- Additional S3 bucket for organized document libraries
- Updated Amplify interface for document library access

Implementation Timeline: Months 3-6

Target Monthly Revenue:

- Year 1 (Month 12): \$7,000 (20 document sets @ 350 pages avg)
- Year 2 (Month 24): \$14,000 (40 document sets @ 350 pages avg)
- Year 3 (Month 36): \$24,500 (70 document sets @ 350 pages avg)

3. VA Brief Templates (Tertiary)

Description: Library of customizable legal brief templates for common VA claim issues, pre-populated with effective language, case citations, and regulatory references.

Revenue Model:

- Individual template purchase (\$95-195 each)
- Library subscription (\$149/month for access to 10 templates)
- Complete library subscription (\$249/month for all templates)
- Custom template development (\$495 one-time fee)

AWS Implementation:

- Template storage and management in S3
- Lambda functions for template customization
- DynamoDB for template management
- Amplify interface for template browsing and selection

Implementation Timeline: Months 6-9

Target Monthly Revenue:

- Year 1 (Month 12): \$2,625 (15 subscriptions @ \$175 average)
- Year 2 (Month 24): \$7,000 (40 subscriptions @ \$175 average)
- Year 3 (Month 36): \$13,125 (75 subscriptions @ \$175 average)

4. Medical Terms Translation Service (Quaternary)

Description: Specialized service that converts complex medical terminology into clear VA-relevant language, explicitly connecting medical conditions to functional limitations and VA disability criteria.

Revenue Model:

- Individual term analysis (\$45 per term)
- Record translation (\$125 for up to 20 pages)
- Comprehensive translation (\$275 for full medical history)
- Monthly subscription (\$199 for unlimited term lookups)

AWS Implementation:

- Specialized Claude prompts for medical translation
- Lambda functions for term processing
- DynamoDB for terminology database
- SQS for processing queue management

Implementation Timeline: Months 9-12

Target Monthly Revenue:

- Year 1 (Month 12): \$1,250 (10 translations @ \$125 average)
- Year 2 (Month 24): \$3,750 (30 translations @ \$125 average)
- Year 3 (Month 36): \$8,750 (70 translations @ \$125 average)

5. VA Claims Training Program (Year 2)

Description: Comprehensive online training program for attorneys, paralegals, and legal assistants on VA claims strategy, evidence development, and effective representation.

Revenue Model:

- Individual courses (\$195-295 each)
- Complete program (\$995)
- Certification program (\$1,495 includes assessment)
- CLE package (\$1,795 includes state-approved CLE credits)

AWS Implementation:

- S3 for content storage
- CloudFront for content delivery
- Lambda for user management
- DynamoDB for progress tracking
- Cognito for authentication

Implementation Timeline: Year 2 (Months 12-18)

Target Monthly Revenue:

- Year 2 (Month 24): \$4,975 (5 enrollments @ \$995 average)
- Year 3 (Month 36): \$14,925 (15 enrollments @ \$995 average)

6. VA Decision Database (Year 2-3)

Description: Searchable database of anonymized VA decisions with success patterns, organized by Regional Office, condition type, and outcome.

Revenue Model:

- Monthly subscription (\$49-99)
- Annual subscription (\$499-999)
- Premium tier with analytical tools (\$149/month)
- Enterprise access for large firms (\$499/month)

AWS Implementation:

- DynamoDB for decision database

- Lambda for search functionality
- SageMaker for pattern analysis
- CloudSearch for advanced queries

Implementation Timeline: Year 2-3 (Months 18-24)

Target Monthly Revenue:

- Year 2 (Month 24): \$2,475 (25 subscriptions @ \$99 average)
- Year 3 (Month 36): \$7,425 (75 subscriptions @ \$99 average)

Revenue Diversification Progression

Year 1 Revenue Distribution

Target Total Monthly Revenue (End of Year 1): \$38,675

- TDIU Reports: 71.9% (\$27,800)
- Document Analysis: 18.1% (\$7,000)
- VA Brief Templates: 6.8% (\$2,625)
- Medical Terms Translation: 3.2% (\$1,250)

Key Stability Metrics:

- Core service dependency reduced to <75%
- Three additional revenue streams established
- Multiple pricing models implemented (per-unit, subscription, bundled)
- Cross-selling opportunities developed

Year 2 Revenue Distribution

Target Total Monthly Revenue (End of Year 2): \$84,325

- TDIU Reports: 61.8% (\$52,125)
- Document Analysis: 16.6% (\$14,000)
- VA Brief Templates: 8.3% (\$7,000)
- Medical Terms Translation: 4.4% (\$3,750)
- VA Claims Training: 5.9% (\$4,975)
- VA Decision Database: 2.9% (\$2,475)

Key Stability Metrics:

- Core service dependency reduced to <65%
- Five additional revenue streams established
- Educational content monetization initiated
- Data-as-a-service offering implemented

Year 3 Revenue Distribution

Target Total Monthly Revenue (End of Year 3): \$162,550

- TDIU Reports: 53.4% (\$86,875)
- Document Analysis: 15.1% (\$24,500)
- VA Brief Templates: 8.1% (\$13,125)
- Medical Terms Translation: 5.4% (\$8,750)
- VA Claims Training: 9.2% (\$14,925)
- VA Decision Database: 4.6% (\$7,425)
- Regional Office Patterns: 4.3% (\$6,950)

Key Stability Metrics:

- Core service dependency reduced to <55%
- Seven distinct revenue streams established
- Monthly recurring revenue exceeds 30% of total
- Advanced data analytics products introduced

Technical Integration Strategy

Shared Infrastructure Components

All services leverage these core components to maintain security and efficiency:

1. **Security Framework:** Consistent security controls across all services
2. **Authentication System:** Single Cognito implementation for all services
3. **User Interface:** Integrated Amplify frontend with service-specific modules
4. **AI Processing:** Shared Claude integration with service-specific prompts
5. **Data Storage:** Consistent S3 structure with service-specific buckets
6. **CloudFormation:** Single template with resource definitions for all services

Service-Specific Extensions

For each new service, the implementation includes:

1. **Database Extensions:** Service-specific tables or buckets
2. **Lambda Functions:** Service-specific processing logic
3. **Claude Prompts:** Specialized AI prompts for each service
4. **UI Components:** Service-specific interface elements
5. **Analytics:** Service-specific usage and performance tracking

CloudFormation Strategy for Multi-Service Implementation

As services are added, they will be incorporated into the CloudFormation template:

yaml

AWSTemplateFormatVersion: '2010-09-09'

Description: 'TDIU Report Service Multi-Service Infrastructure'

Resources:

Core TDIU Report Service Resources
[existing resources]

Document Analysis Service Resources

DocumentAnalysisBucket:

Type: AWS::S3::Bucket

Properties:

BucketName: tdiu-document-analysis
[security configuration]

DocumentClassifierFunction:

Type: AWS::Lambda::Function

Properties:

FunctionName: TDIU-DocumentClassifier
[function configuration]

VA Brief Templates Resources

TemplateLibraryBucket:

Type: AWS::S3::Bucket

Properties:

BucketName: tdiu-template-library
[security configuration]

TemplateMetadataTable:

Type: AWS::DynamoDB::Table

Properties:

TableName: TDIU-TemplateMetadata
[table configuration]

[Additional service resources]

Revenue Stability Analysis

The multi-service approach significantly improves revenue stability. Analysis of various scenarios shows:

Scenario 1: Seasonal TDIU Report Decline (40% Drop)

In this scenario, TDIU report volume drops by 40% (from 40 to 24 reports).

Single-Service Model Impact:

- Revenue decrease: 40% (from \$27,800 to \$16,680)
- No alternative revenue sources

Multi-Service Model Impact:

- Revenue decrease: 26.2% (from \$38,675 to \$28,555)
- Complementary services contribute \$11,875 (41.6% of reduced total)

Scenario 2: Economic Downturn (50% Drop with Countermeasures)

In this more severe scenario, TDIU report volume drops by 50% for a sustained period.

Single-Service Model Impact:

- Revenue decrease: 50% (from \$27,800 to \$13,900)
- Limited countermeasure options

Multi-Service Model Impact:

- Revenue decrease: 28.6% (from \$38,675 to \$27,600)
- Complementary services contribute \$13,700 (49.6% of reduced total)
- Ability to implement countermeasures across multiple services

Scenario 3: Major Client Loss (30% Drop with Acquisition Focus)

This scenario models the loss of a major client representing 30% of TDIU report volume.

Single-Service Model Impact:

- Revenue decrease: 30% (from \$27,800 to \$19,460)
- Single acquisition channel to replace

Multi-Service Model Impact:

- Revenue decrease: 7.0% (from \$38,675 to \$35,990)
- Multiple client acquisition channels
- Multiple entry points for new relationships

Monthly Revenue Stability Comparison

Comparing single-service versus multi-service models throughout the year:

Month	Market Condition	Single-Service Revenue	Multi-Service Revenue	Stability Advantage
1	Normal	\$27,800	\$38,675	+39.1%
2	Normal	\$27,800	\$38,675	+39.1%
3	Minor Seasonal Decline	\$24,465	\$36,185	+47.9%
4	Normal	\$27,800	\$38,675	+39.1%
5	Normal	\$27,800	\$38,675	+39.1%
6	Summer Slowdown	\$16,680	\$28,555	+71.2%
7	Summer Slowdown	\$16,680	\$28,555	+71.2%
8	Recovery	\$22,240	\$33,450	+50.4%
9	Normal	\$27,800	\$38,675	+39.1%
10	Normal	\$27,800	\$38,675	+39.1%
11	Holiday Slowdown	\$19,460	\$30,940	+59.0%
12	Recovery	\$24,465	\$36,185	+47.9%
Annual Average		\$24,233	\$35,493	+46.5%
Annual Std Deviation		\$4,232	\$3,901	-7.8%

Key Benefits:

- Higher Average Revenue: +46.5% in multi-service model
- Greater Stability: Lower standard deviation (-7.8%)
- Downturn Resilience: Significantly better performance during slowdowns
- Recovery Speed: Faster recovery from market fluctuations

Implementation Roadmap

Phase 1: TDIU Report Service (Months 1-3)

- Complete AWS infrastructure setup using CloudFormation
- Launch core TDIU report service
- Establish initial client base
- Gather feedback for service refinement

Phase 2: Document Analysis Service (Months 3-6)

- Develop document classification system
- Create searchable document library architecture
- Build document library interface
- Launch as second service offering

Phase 3: VA Brief Templates (Months 6-9)

- Develop template storage and management system
- Create template customization engine
- Build template browsing and selection interface
- Launch as third service offering

Phase 4: Medical Terms Translation (Months 9-12)

- Build medical terminology database
- Develop specialized AI prompts for translation
- Create term lookup and processing interface
- Launch as fourth service offering

Phase 5: Subsequent Services (Year 2+)

- VA Claims Training Program development
- VA Decision Database implementation
- Regional Office Success Pattern Reports
- Integration of all services into unified platform

Client Portal Integration

The client portal will provide a unified interface for all services:

1. **Single Sign-On:** One account for all services
2. **Service Dashboard:** Access to all subscribed services
3. **Unified Billing:** Integrated billing for multiple services
4. **Cross-Service Navigation:** Seamless movement between services
5. **Consistent Experience:** Common design and interaction patterns

Conclusion

The multi-service approach creates a more resilient business model with significantly reduced vulnerability to market fluctuations. By implementing all services on a shared AWS infrastructure using CloudFormation, the technical implementation remains efficient while providing a comprehensive service ecosystem for clients.