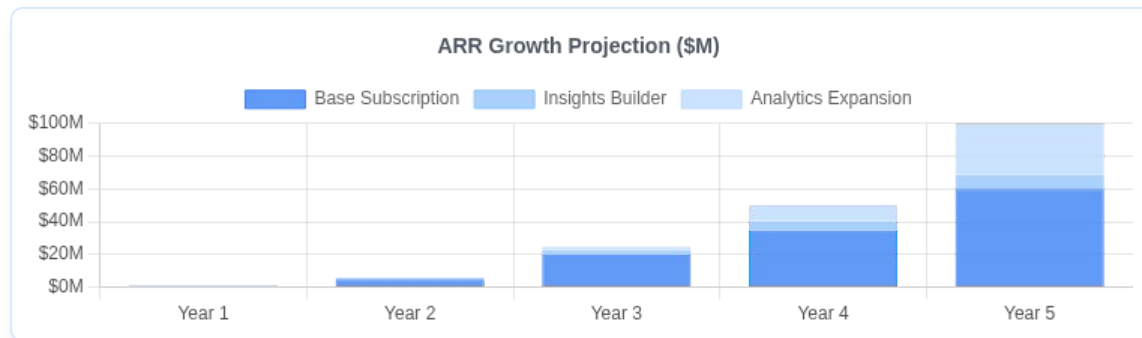


Business Model & Revenue Streams

SaaS Revenue Stack



\$250k - \$400k

Average Enterprise Contract

Per hospital annual subscription,
volume-based pricing



70% - 80%

Gross Margin

High margin SaaS economics with minimal
variable costs



< 12 months

Payback Period

ROI-driven pricing model with rapid
customer payback



Example Hospital System Economics

Initial Facility

\$400k ARR

Single hospital

System Expansion

\$2M ARR

5 facilities

Analytics Add-on

+\$300k ARR

System-wide insights

Total Value

\$2.3M ARR

~\$7M LTV

Revenue Streams

- **Base Subscription:** AI coding engine with human-in-loop workflow
- **Insights Builder:** +15% ARR uplift (~\$50k additional)
- **Multi-Hospital Expansion:** Volume discounts with system-wide deployment
- **Future Revenue:** Analytics for payers, pharma research partnerships