wave BL

revolutionizing trust in trade

Potential Annual value WaveBL could save each customer
Sum savings across all processes

Total_savings_per_customer = $4.5M
This amount falls in the high level savings, which is a significant savings cost.

Therefore, WaveBL could potentially save its customers $4.5m every year.

Context:

Initially, investment recoupment time of $37m for Wave BL was 9 years.

Now, using the network model, investment recoupment time cut down to 6 years.

How? The network model showed that if Wave BL spends 56% of it's SeriesB investment to onboard companies in any of the top 2 carrier groups, they would cut their investment recoupment time to 6 years

So to achieve 6 years, this is what the model suggested for optimal investment allocation.

Optimal Investment Allocation (This means that Wave BL can onboard any of the companies in these groups)
others: $7,400,000.00

carrier_group_1: $12,333,333.33
carrier_group_2: $8,633,333.33
carrier_group_3: $5,550,000.00
carrier_group_4: $3,083,333.33

Cost Savings Codes

Annual_value	Level	Description
<$100K annual	low	Minimal cost savings
$100K-$1M annual	medium	Moderate cost savings
>$1M annual	high	Significant cost savings

WaveBL's potential revenue

Revenue_capture_rate = 20%

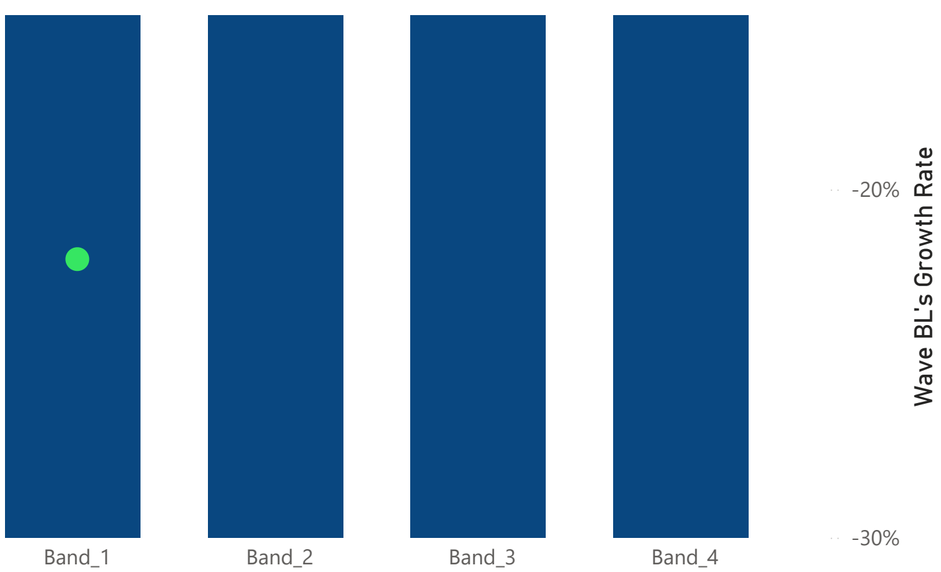
Potential_revenue_per_customer = $4.5M × 20% = $900K

Potential revenue is $900k/yr per customer

ROI Timeline

Year	Revenue	Market_penetration
0	$7,450,000	0.060000
1	$8,329,597	0.067084
2	$9,402,449	0.075724
3	$10,714,400	0.086290
4	$12,324,420	0.099257
5	$14,308,650	0.115237
6	$16,765,930	0.135028
7	$19,825,150	0.159666
8	$23,655,370	0.190513
9	$28,479,490	0.229365

Growth Rate



Gross Margin