Item	Low	Base	High	Notes
Diagnostic fee	12000	18000	25000	Proposed USD
Implementation project fee	35000	50000	80000	Proposed USD
Annual license fee	8000	12000	20000	Proposed USD
Diagnostics Y1	2	4	7	Volume hypothesis
Implementations Y1	0	2	3	Volume hypothesis
Licenses Y1	0	2	4	Volume hypothesis
Annual fixed operating cost	30000	50000	90000	Legal, insurance, marketing and founder overhead
Variable cost ratio	0.15	0.25	0.35	Cost of service share



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Scenario	Diagnostic revenue	Implementation revenue	License revenue	Total revenue	Service variable cost	Fixed costs	Illustrative operating contribution
Low	24000	0	0	24000	3600	30000	-9600
Base	72000	100000	24000	196000	49000	50000	97000
High	175000	240000	80000	495000	173250	90000	231750



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