

ROLE LABS, INC

# ROLE

LEVERAGING AI TO BUILD THE FUTURE  
OF HEALTHCARE ADMINISTRATION

Try Pitch



# Team



**Chad Maycumber**

CEO | CO-FOUNDER FOUNDER  
HORIZONS (EXITED)



**Andrei Irimia**

COO | CO-FOUNDER  
UCF 16' | UF LAW 21'



**Dr. Larry Pino, Esq.**

GC | CHIEF ADVISOR | TUSCAN  
GARDENS SENIOR LIVING | CEO



**Dan Reyes**

STRATEGIC ADVISOR | BOARD MEMBER  
COO | GOLANCE (\$1B MARKETPLACE)



**Jamie Turner**

STRATEGIC ADVISOR | BOARD MEMBER  
CEO | CONVEX | BACKED BY A16Z



**Shan Shanbhag, PhD.**

SHANBHAG ENTERPRISES |  
MENTOR & "BUSINESS SHERPA"

## THE PROBLEM

**Healthcare  
administration is  
inefficient, burdening  
clinicians and  
patients.**

## WHY NOW?

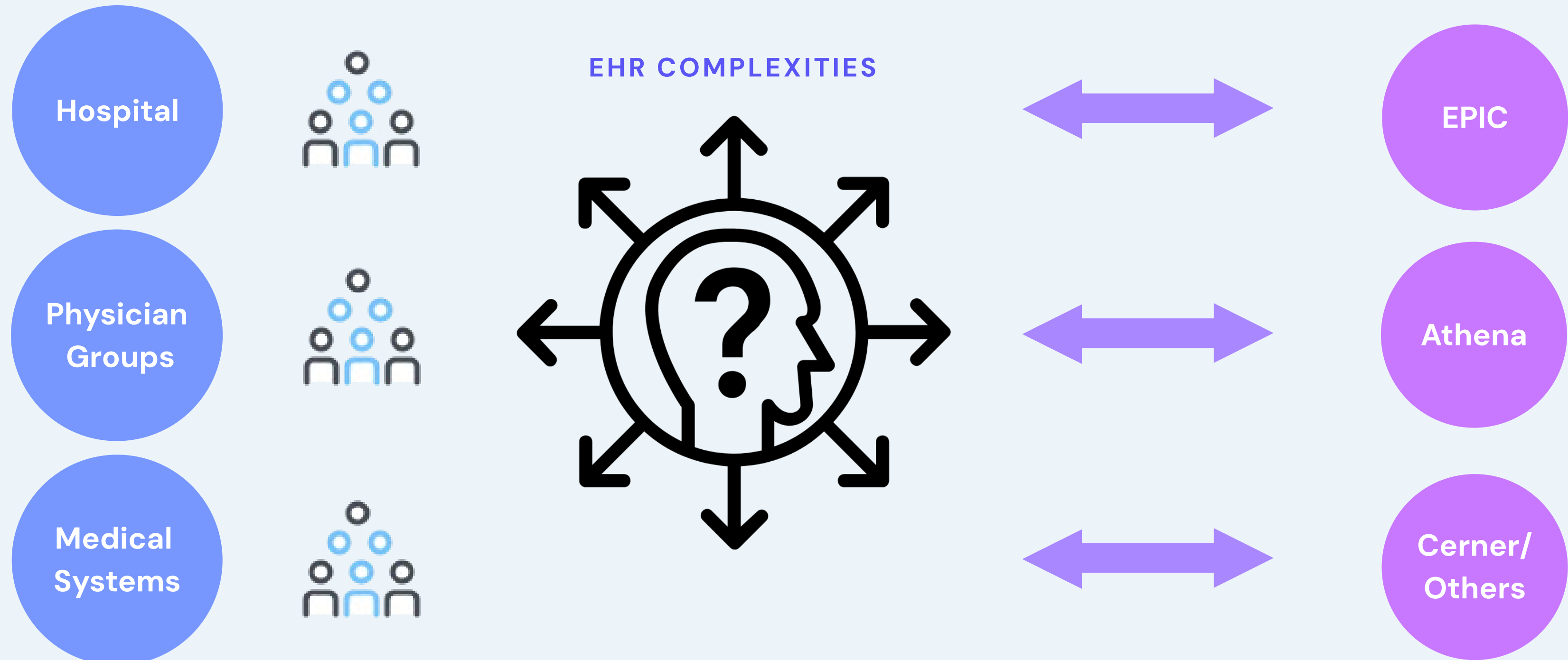
**The application of AI  
now makes solving  
these inefficiencies  
possible at  
sustainable costs.**



**The physician shortage is here and burnout numbers are up**

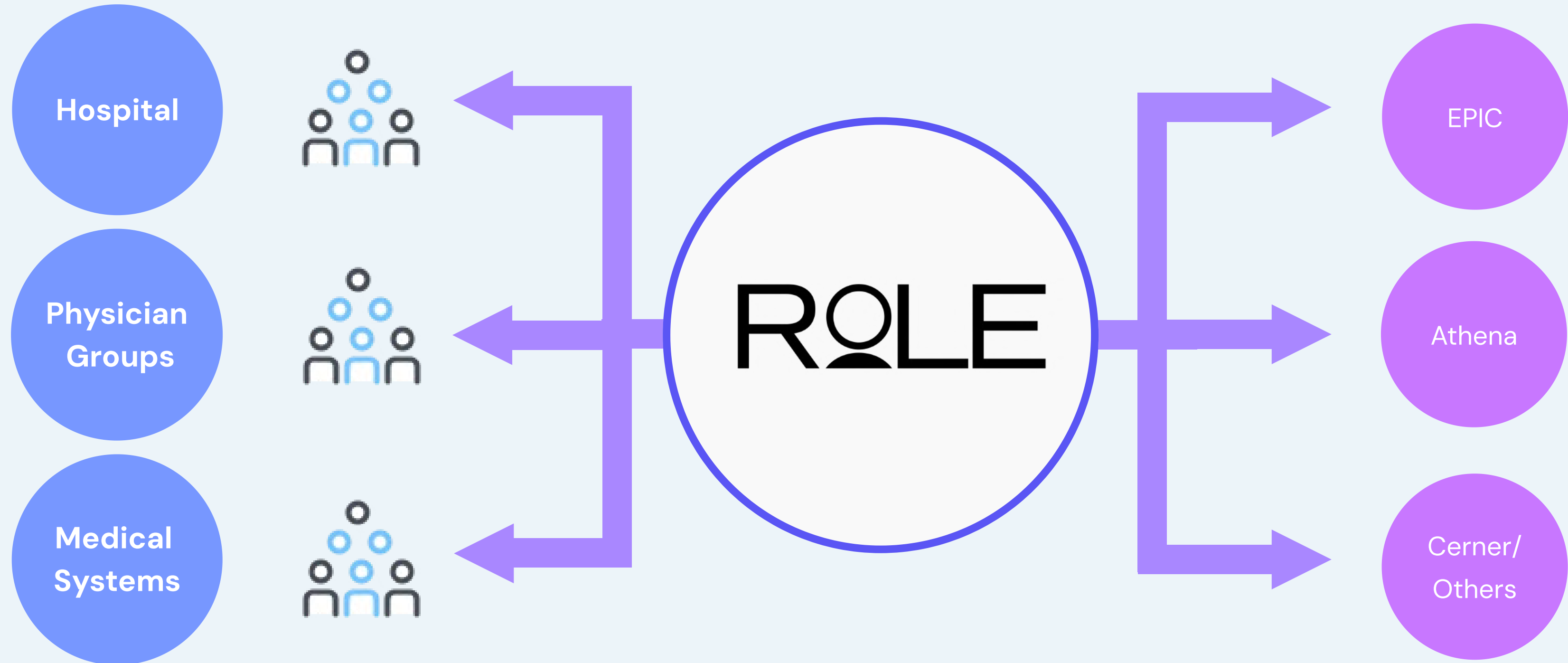
**Physicians are tired and frustrated...**

..because the current healthcare system is dated and inefficient.



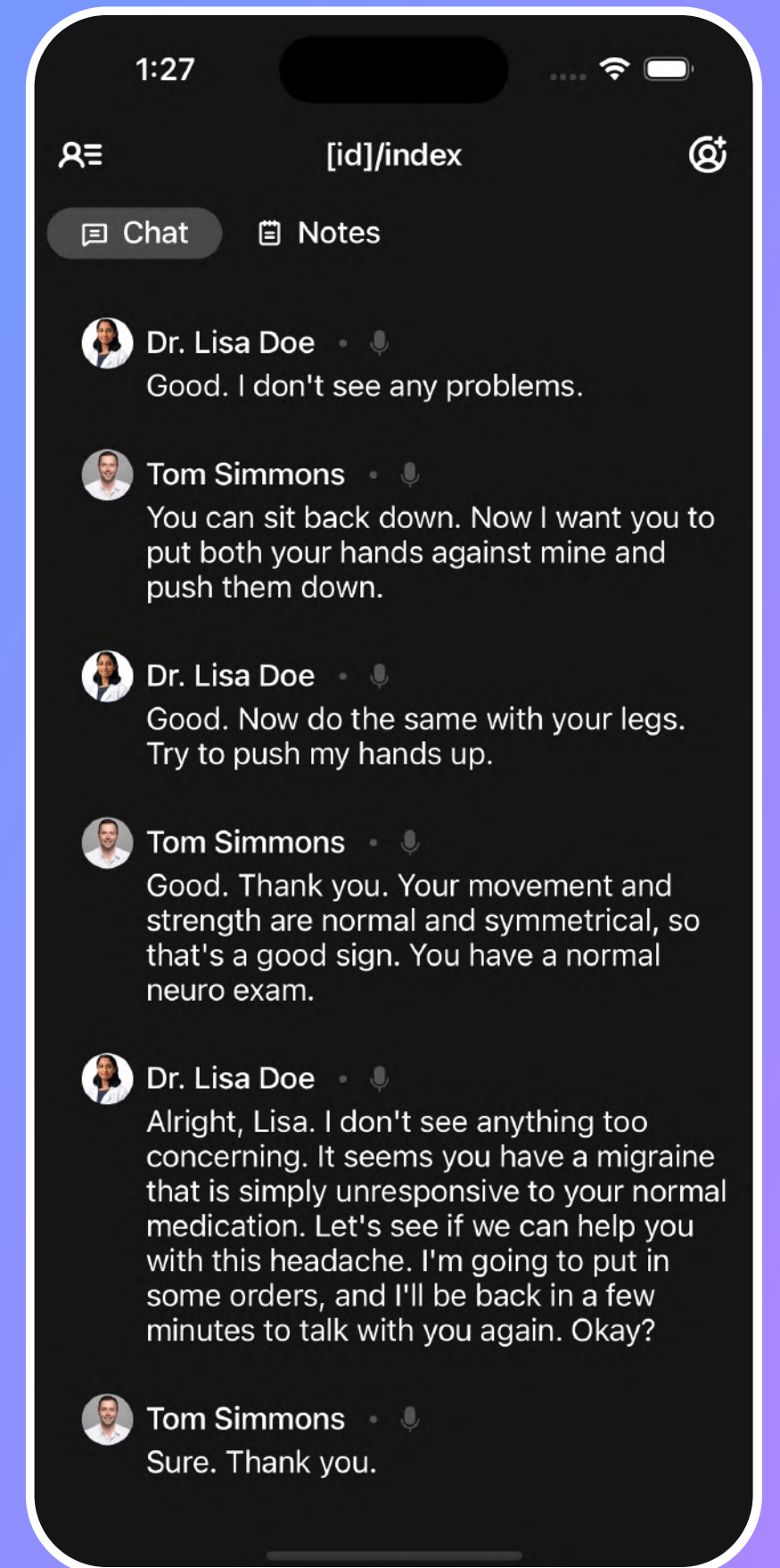
# The Solution

Role will be the sole AI layer for providers



# An AI medical scribe that saves doctors precious time...

# ...which will lead into a full suite of AI powered tools



After seeing the initial product, the team, and the vision it makes me excited for the future of healthcare. I can't wait to use this at work.

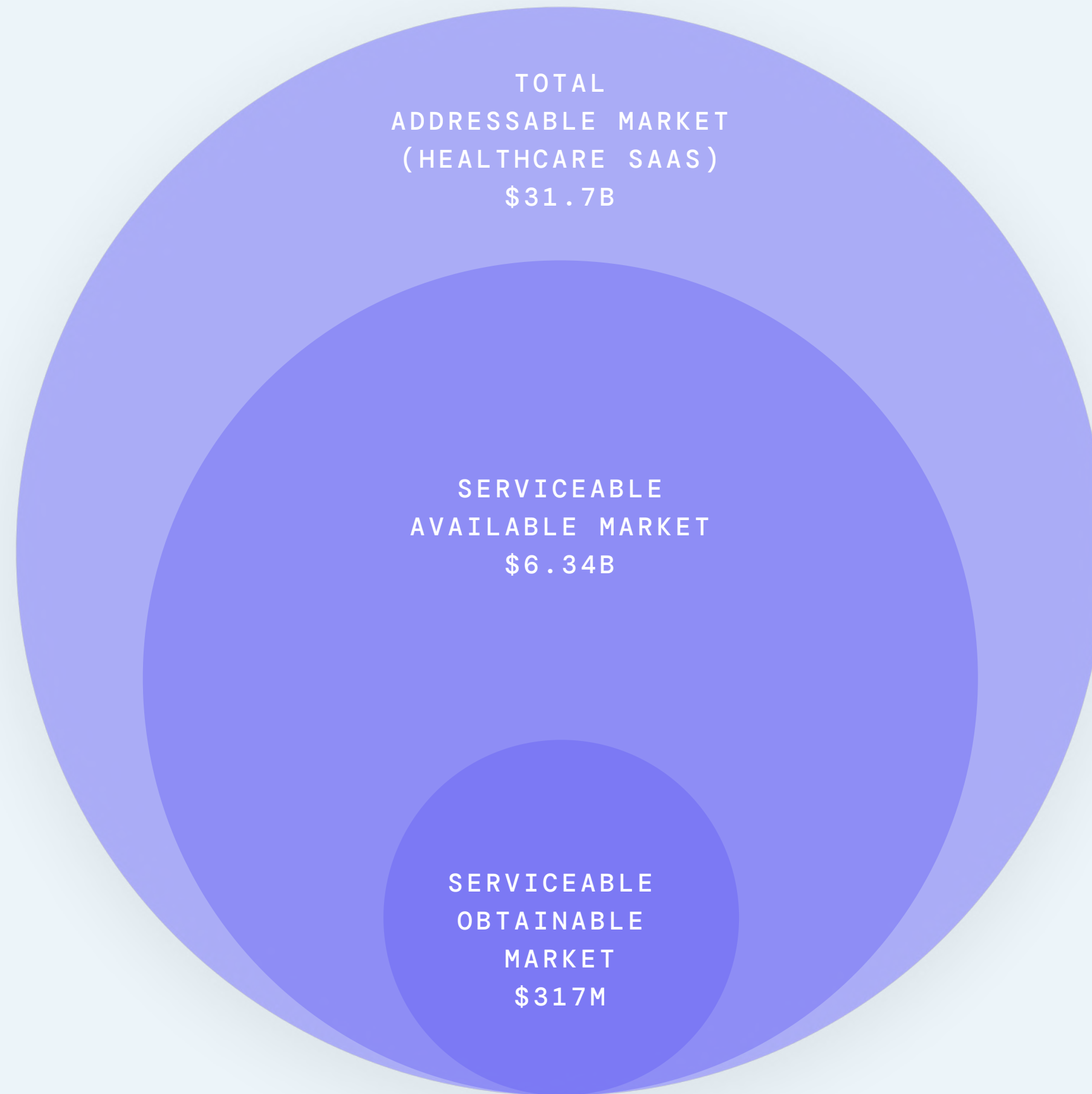


**Alex Barabas, MD**

EMERGENCY MEDICINE PHYSICIAN

LAWNWOOD REGIONAL MEDICAL CENTER & HEART INSTITUTE  
MELBOURNE REGIONAL MEDICAL CENTER





[HTTPS://WWW.PRECEDENCERESEARCH.COM/HEALTHCARE-SOFTWARE-AS-A-SERVICE-MARKET](https://www.precedenceresearch.com/healthcare-software-as-a-service-market)  
[HTTPS://WWW.DEFINITIVEHC.COM/RESOURCES/HEALTHCARE-INSIGHTS/NUMBER-PHYSICIAN-GROUP-PRACTICES-BY-STATE#:~:TEXT=HOW%20MANY%20PHYSICIAN%20GROUP%20PRACTICES,MAY%20HAVE%20SEVERAL%20DIFFERENT%20LOCATIONS.](https://www.definitivehc.com/resources/healthcare-insights/number-physician-group-practices-by-state#:~:text=how%20many%20physician%20group%20practices,may%20have%20several%20different%20locations.)

SOURCE NOTES

# Simple & Effective Pricing

**Self Serve:  
\$100/user/month**

**Enterprise:  
~\$100,000/yr Plus**

Self Serve	Enterprise
✓ Access to AI Tools	✓ Access to AI Tools
✓ Standard Integrations	✓ Custom Integrations
✓ Per Clinic Workspaces	✓ Custom Workspaces
✓ Basic Support	✓ Dedicated Support
✓ Cloud Only	✓ Option for Self-hosting
Small to Medium sized Clinics	Hospitals & Large Physician Groups
<b>\$100/user/month</b>	<b>~\$100,000/yr Plus</b>

## THE NUMBERS

Early interest and large CAC to LTV spread drives massive growth opportunity

**90%**

GROSS MARGIN

**~\$10000**

ESTIMATED AVERAGE CAC

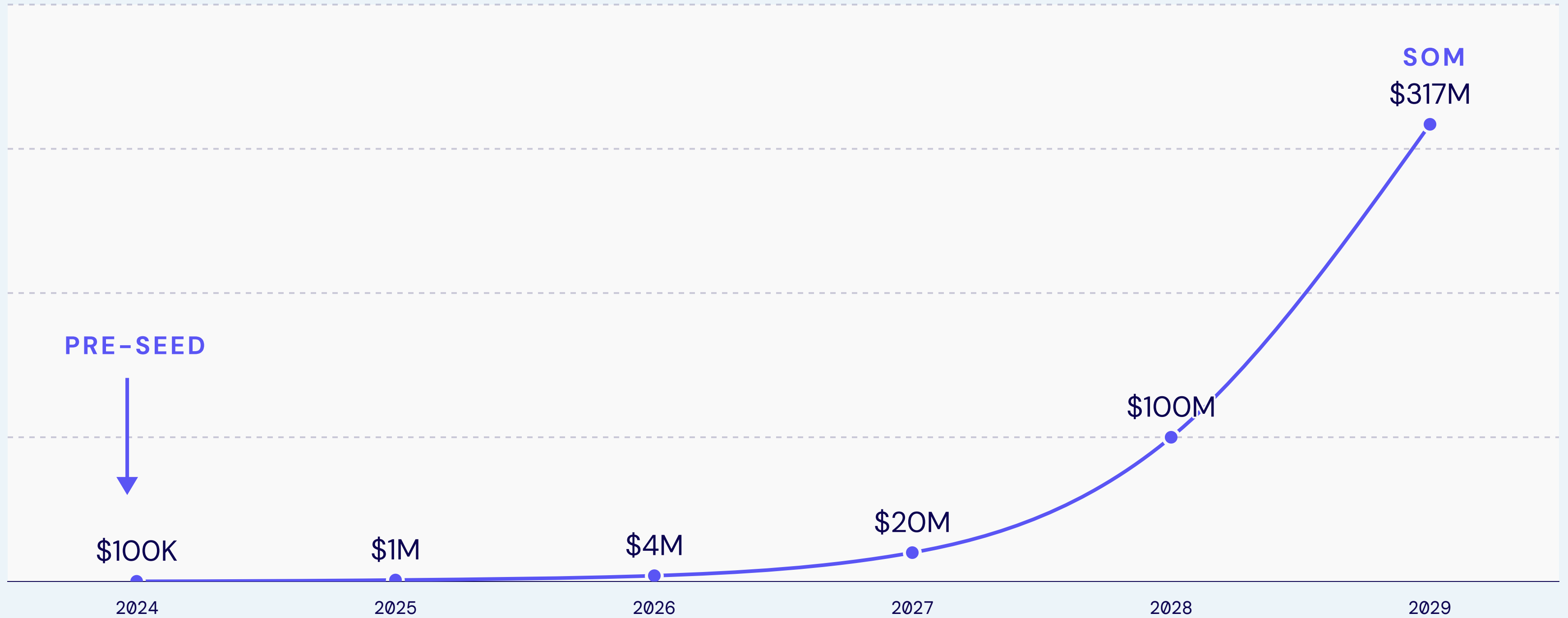
**~\$50,000**

ESTIMATED AVERAGE LTV

How we plan to take our product and business model to market...

Sales + AI Content Marketing + Word of mouth

# ...which will lead us here



## OUR ASK

# Raising 300k

For...

**150k:** 2 Mid-Level Engineers, 1 Designer

**75k:** Founder Salaries

**75k:** Operations & Reserves

Which will get us to product market fit within a year

## IDEAL INVESTOR

- Focused in healthcare
- GTM Experience in healthcare
- Disruptors

## SEEKING ADVISORS

- Healthcare background
- Industry connections
- Both sales & operations

ROLE LABS, INC.

# THANK YOU.

Lets change the future of healthcare

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