

Kvann Health — October 20 Prospect Presentation Kit

Target Event: In-Person Executive Proposal & Platform Presentation (Tuesday, October 20, 2026)

Presenters: Dr. Joseph Siemieniczuk, MD (CMO) & Jaime J. Saavedra (VP Commercial Partnerships)

Audience: Chief Medical Officer, Chief Operating Officer, and Practice Leadership of Prospective Provider Organization

Product: Kvann Flow™ Capacity & Schedule Optimization Engine

1. Executive Meeting Objectives

- Demonstrate Measurable ROI:** Show how Kvann Flow reclaims 8–15% capacity (\$149k–\$178k net annual profit expansion for an average 5-MD primary care clinic) without adding clinical documentation.
- Eliminate IT & Security Anxiety:** Present the "Iron Rule" (write-back restricted strictly to Appointments) and the Dual Operating Modes (including Read-Only Recommendation Mode that bypasses IT delay).
- Offer the Low-Risk Pilot Proposal:** Present a customized 90-day assisted pilot offer (\$3.5k–\$5k flat, 100% credited against Year 1, 30-day satisfaction guarantee).

2. Master Asset Inventory (Already Prepared & Available)

All assets for the presentation are ready and cataloged across the workspace:

Asset	File Location	Purpose & Usage
1. 10-Slide Pitch Deck	`V:\kvann_health\ kvann_workspace\pitch_decks\ 2026-09- 14_KVANN_HEALTH_PITCH_DEC K.md`	The core visual presentation for the meeting (10 high-contrast, data-driven slides).

2. Executive Tear Sheet (1-Pager)	`V:\kvann_health\kvann_workspace\accelerators\KVANN_HEALTH_EXECUTIVE_TEAR_SHEET.md`	Physical printout leave-behind for CMO/COO/CFO with ROI table and architecture diagram.
3. Live Interactive Hero Flow Demo	`V:\kvann_health\kvann_flow\_DEVELOPMENT\80_DELIVERABLES\80.03_Demo_Guides\hero_flow_demo.html`	Self-contained offline HTML interactive demo of Gravity Stacking and Tetris schedule grid (runs in any browser without internet).
4. Live Demo Walkthrough Script	`V:\kvann_health\kvann_flow\_DEVELOPMENT\80_DELIVERABLES\80.03_Demo_Guides\RAVISANT_DEMO_GUIDE_COMPLETE.md`	Minute-by-minute narrative guide for walking executives through the Tetris dashboard and schedule comparisons.
5. Customizable Pilot Proposal & SoW	`V:\kvann_health\kvann_workspace\proposals\2026-09-14_CCC_PILOT_PROPOSAL_DRAFT.md`	Modular SoW template ready to be adapted with the prospect's name, clinic sites, and provider counts.
6. Practice ROI Model	`V:\kvann_health\kvann_workspace\KVANN_HEALTH_STRATEGIC_VISION_MCKINSEY.md` (§6)	Deep-dive financial analysis for the CFO showing revenue lift, provider turnover savings, and reimbursement assumptions.

3. Recommended Meeting Flow (45–60 Minutes)

Phase 1: The Access & Burnout Hook (10 mins — Dr. Joseph Siemieniczuk, MD)

- Lead with clinical authority: Joe's experience as former CEO of Providence Health Oregon.
- Reframe the problem: **"You don't have a physician shortage; you have a schedule physics problem."**
- Introduce the pain: 15–20% Swiss cheese loss and evening pajama time burnout (Slide 2).

Phase 2: The Solution & Interactive Demo (15 mins — Joe & Jaime)

- Walk through Slide 4 (Gravity Stacking and the Lunch Firewall).
- Open `hero\_flow\_demo.html` on a laptop screen:

- Show a fragmented clinic schedule (unusable 10-min gaps, provider running 45 mins late).
- Toggle **Kvann Flow Optimization**: watch the slots compact downwards, freeing a 60-minute contiguous block at the end of the morning while preserving a protected lunch break.

Phase 3: Financial & Governance Validation (15 mins — Jaime)

- Review the Practice ROI Grid (Slide 5): show how adding 2.4 completed visits per provider/day yields \$150k+ net profit per clinic.
- Emphasize the "Iron Rule" (Slide 6): *"We never touch your clinical notes or medical records. Our write-back boundary is sealed strictly to appointments."*
- Address IT timelines: Explain that if their EHR queue is backed up, our **Read-Only Recommendation Tier** starts delivering value on Day One via daily CSV report exports.

Phase 4: The Pilot Offer & Close (10 mins — Joe & Jaime)

- Present the 90-day assisted pilot package:
- Bounded to 2–3 volunteer providers at one clinic site.
- Fixed fee (\$3,500 – \$5,000 flat) covering all onboarding and support.
- 100% credited against their Year 1 subscription (\$149/MD/mo).
- 30-day satisfaction clause: full refund if completed schedule density does not improve by 5%.
- Leave behind the **Executive Tear Sheet** and schedule a 2-week follow-up call.