

Pain Points

Prioritization, incidental findings and improved reading for RP RADs.

1

DISCOVERY

VALIDATE

2**Tools & Resources**

RadPartners references & success stories from Radiology, ROI Tool, & C-Suite relationship.

Objection Handling

Fighting against the comfort of status quo - change is hard. Waiting for AI to mature.

3

COMPETITOR

ROI

4**Value of Investment**

With no budget, proving ROI was instrumental. The ROI was a clear indicator on how AI adoption would pay for itself.

Championing Selling

Forming a high-level relationship with decision makers early - VP of Radiology and the CEO.

5

TRUST

VOC

6**Decision Making**

This was a joint decision making process between the VP of Radiology and the CEO.

Lead to Cash

The deal from discovery to signatures took approximately 6 months.

7

TIMELINE

RETROSPECT

8**Done Differently?**

Nothing, we performed the demos for the site and then RP took the opportunity from there.

How did we do?

The deal value is \$99,785 with the potential of more to come.

9

ARR

WOW

10**But does it work?**

El Camino is still in the process of tuning the system. We anticipate feedback 2H 24.

Band of Brothers

Jason Campbell performed a demo and a complete architecture overview & RP kept in tune with the relationship.

11

TEAMING TO WIN

SUMMARY

12**..And in the End...**

From Status Quo to Customer in 6 months. This is a text-book approach to what teaming, and RP Partnership and a great solution can accomplish.