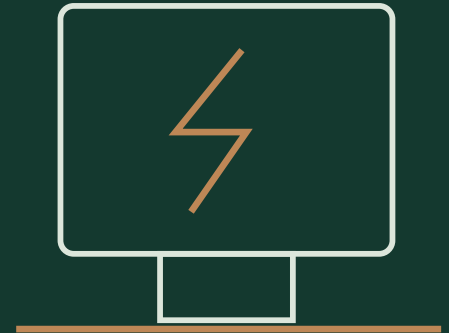


Beacon Dialog

Defined chatbot tasks, tested handovers.

Fictional prelaunch



Unready data delays work.

Paid delivery capacity



55% sold-time target

Preparation and support also take time.

Paid work will test time and margin.

A clear scope.

A controlled delivery process.



Agree



Schedule



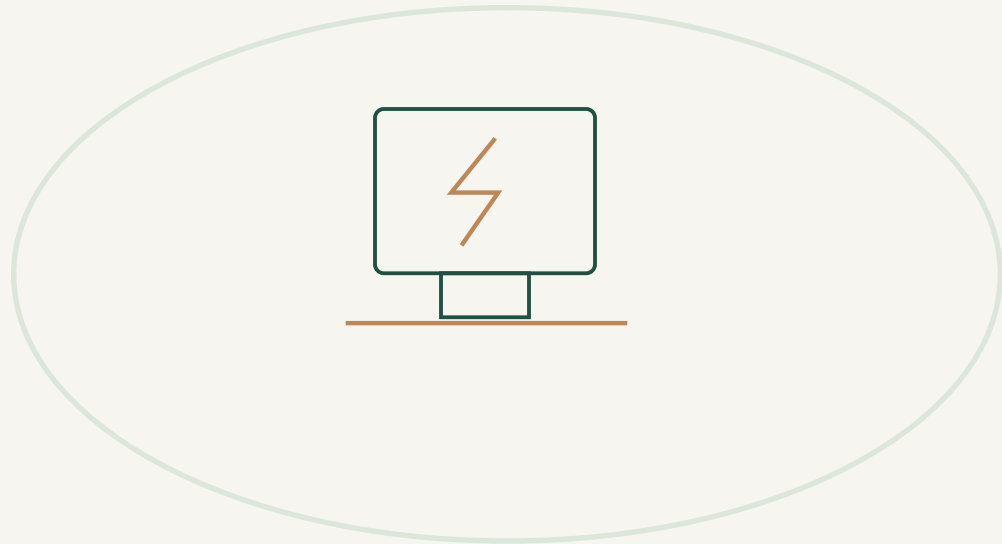
Deliver



Collect

One agreed scope. Documented acceptance.

Start with a reachable buying occasion.



Business sponsors

A defined chatbot use case

System owners

A scoped integration

Schematic; buyers and area to validate.

Every service draws from one pool of hours.



Discovery 15%	200/h
Chatbot build 35%	210/h
Integrations 25%	210/h
AI evaluation 15%	180/h
Maintenance 10%	160/h

USD / sold hour; illustrative shared-time mix.

Compete on the job and the commercial terms.

Possible alternatives

Internal engineering

Another studio

A simpler workflow

Check before booking

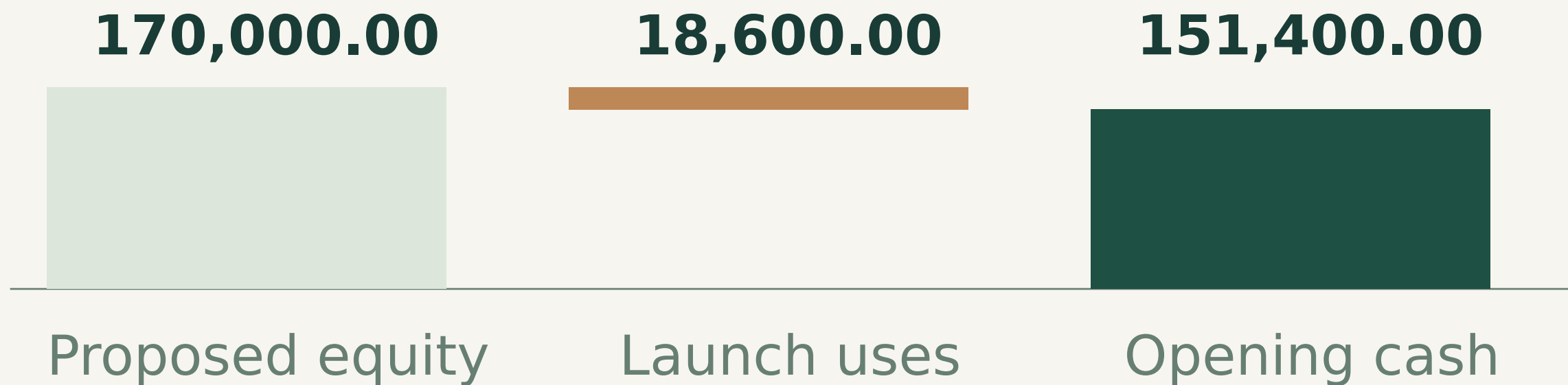
Use and data readiness

Access and acceptance

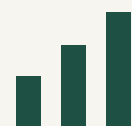
Review and support effort

Compare equivalent work and written terms.

Fund the launch. Keep a reserve.



Year 1 net loss: USD -40,459.84



Proposed team.

Clear delivery responsibilities.



Monthly base pay

Principal engineer	12,916.67
Software engineer	10,416.67
Operations support	1,250.00

The paid principal is already in engineering.

Prove the job economics before adding capacity.



Prelaunch. These are the next tests.

Proposed external equity.

USD 70,000.00

Owner contribution: USD 100,000.00

Terms and funding remain uncommitted.

Project payback: not reached within 36 months