

KVAN Health — Zoom Decision Brief

Call: Mon 2026-09-14, 17:30 PT (45 min) · Dr. Joseph Siemieniczuk, MD · Jaime Saavedra · Alexey

Purpose: Lock 5 decisions that unblock the CCC pilot proposal, web presence, and accelerator motion this week.

Rule for the call: every agenda item ends with a named owner + date. No "we'll circle back."

Wins & Context (5 min — credibility baseline)

- Repo migration complete (VWOOSH structure, independently audited and signed off).
- Long-term strategic roadmap + tactical roadmap drafted and cross-reviewed by both AI teams.
- **Strategic Platform Architecture:** Defined the 3-Pillar Autonomous Ambulatory OS (**Pillar 1: Access/Intake** $\rightarrow$ **Pillar 2: Yield/Kvann Flow** $\rightarrow$ **Pillar 3: Audit/Chart QA**) scaling across 3 Horizons (\$2.2M $\rightarrow$ \$15M $\rightarrow$ \$54M ARR). Lead with Pillar 2 as the low-friction "Trojan Horse".
- **Tactical Execution Engine:** Established the 5 parallel tracks in `2026-09-14\_KVANN\_FLOW\_TACTICAL\_ROADMAP.md` (Track A: CCC Pilot, Track B: Engineering, Track C: Accelerators, Track D: Web/Corporate, Track E: Oct 20 Prospect).
- **CCC Pilot Proposal & SoW already drafted** (2–3 pp, consultant-grade, grounded on CCC research: Dr. Mendenhall, Old Town Clinic, OCHIN change-control reality) — waiting only on pricing lock and entity status from this call.
- Landing page v0.1 being staged today (Alexey + OpenClaw via Lovable.dev) — domain is the only blocker to go-live.

The 5 Decisions

Decision 1 — CCC Pilot Pricing (10 min) · Owner: ALL

Element	Proposed (roadmap consensus)	Ask
Pilot fee	***\$3,500–\$5,000 flat**, 90 days, 2–3 volunteer MDs	Lock the exact number
Year-1 credit	100% of pilot fee credited on clinic-wide rollout	Confirm
Post-pilot anchor	\$149/MD/month, annual	Confirm

Satisfaction clause

30-day full refund if <5% density gain vs. locked 30-day historical baseline, or provider veto

Confirm

Decision 2 — OCHIN Discovery (10 min) • Owner: JOE

- **Joe asks CCC within 48h:** "Is your Epic hosted via OCHIN, and who is your OCHIN Technical Coordinator / change-control liaison?"
- We assume OCHIN-hosted until told otherwise; proposal already engineered for both outcomes (Epic-integrated primary mode + read-only CSV contingency tier if OCHIN change-control >6 weeks).

Decision 3 — Proposal Review & Send Chain (5 min) • Owner: ALL

- Draft: **DONE today** (Alexey, agent-assisted). → Jaime + Joe review Tue–Wed → polish Thu → **in CCC's hands by Fri end of week.**
- Confirm: who sends (Joe, from his CCC relationship) and to whom (Dr. Mendenhall / David Chen, per cover email).

Decision 4 — Domains, Email & Entity Status (8 min) • Owner: JOE / JAIME

- (a) **Is KVAN Health LLC registered with Oregon SOS?** (Determines proposal letterhead + site footer: `KVAN Health LLC` vs. `KVAN Health`.)
- (b) **Were domains/emails registered per the Aug-22 spec?**
- (c) If not: **Joe registers both `kvanhealth.com` + `kvannhealth.com` tonight on Cloudflare Registrar, ~\$21, paid personally, expensed to LLC post-formation.** Alexey gets Cloudflare admin invite (zero shared credentials), deploys site + email aliases (`info@ / joe@ / jaime@ / alexey@kvanhealth.com`) + SPF/DMARC/DNSSEC within 24h.

Decision 5 — Accelerator Phasing (5 min) • Owner: JOE accepts OVF action

- **Week 2:** Oregon Venture Fund via Joe's Providence network (deck + exec summary; no website needed).
- **Weeks 3–4 (after site live):** Cedars-Sinai, Mayo Clinic Platform, Microsoft for Startups Founders Hub (up to \$150k Azure, non-dilutive; needs EIN + live site + LinkedIn).

Close (2 min)

- Book 30-min follow-up **Friday** to greenlight the proposal send. Calendar invite before hanging up.

Strategic Foundation: The 3 Pillars & 36-Month Horizons

Reference Document: `V:\kvann\_health\kvann\_workspace\KVANN\_HEALTH\_LONGTERM\_ROADMAP.md`

- 1. **Pillar 1 — Access (Intake Gateway):** Conversational AI triage with deterministic clinical safety safeguards & lab extraction.
- 2. **Pillar 2 — Yield (Kvann Flow Capacity Engine — CURRENT LEAD):** Algorithmic schedule compaction (Gravity Stacking) & Lunch Firewalls. \$149/MD/mo entry.
- 3. **Pillar 3 — Audit (Chart QA & RCM Guard):** Real-time E/M coding protection (99213 \$ \rightarrow \$ 99214) & payer denial interception.
- **Scale Staircase:** Horizon 1 (Months 1–12): 250 clinics, **\$2.2M ARR** \$ \rightarrow \$ Horizon 2 (Months 13–24): 1,000 clinics, **\$15.0M ARR** \$ \rightarrow \$ Horizon 3 (Months 25–36): 3,000 clinics, **\$54.0M ARR**.

Tactical Roadmap & Next Week's Tentative Execution Tasks (Week 2)

Reference Document: `V:\kvann\_health\kvann\_flow\DEVELOPMENT\00\_ADMIN\00.04\_Roadmap\_and\_Budget\2026-09-14\_KVANN\_FLOW\_TACTICAL\_ROADMAP.md`

Track	Owner	Next Week's Key Tasks (Week 2 Execution)
Track A: CCC Pilot	Joe / Jaime	Send finalized SOW to Dr. Mendenhall & David Chen by Friday; engage CCC CIO to initiate OCHIN change-control process.
Track B: Engineering	Alexey	Implement Epic mock client `src/ehr/mock_client.py`; verify route-wide API key auth; begin Epic JWKS endpoint implementation.
Track C: Accelerators	Joe / Alexey	Submit **Oregon Venture Fund (OVF)** application via Joe's Providence network; finalize 10-slide deck for Cedars-Sinai & Mayo.

****Track D: Web & Brand****

Jaime / Alexey

Verify Cloudflare DNS propagation for `kvanhealth.com` + `kvannhealth.com`; activate company email routing; publish v0.1 live site.

****Track E: Oct 20 Prospect****

Jaime / Joe

Review October 20 presentation playbook and customize the 90-day pilot proposal template for the second provider organization.

Rehearsed Answers to the 3 Hard Questions

1. **"Why should CCC pay for a pilot no clinic has used?"** → Fee is 100% credited, refundable in 30 days, bounded to 2–3 volunteer MDs. CCC's max exposure is \$5k and zero clinical risk — staff-facing only.
2. **"Is the Epic integration done?"** → Integration path is engineered and sandbox-tested to Epic's specs; OCHIN change-control is a client-side process we support and initiate in parallel. If it stalls >6 weeks, read-only recommendation mode delivers value from Day 1 via schedule exports.
3. **"Why isn't the website live?"** → It's built — the domain purchase we're deciding right now is the only blocker.

Not on This Call

Epic engineering detail (JWKS sprint is Weeks 2–3) · accelerator application drafting · hiring (gated on signed MoU/BAA or \$100k+ SAFE) · anything re-opening decisions already logged in the Tactical Roadmap v1.2.0 §8.