

SEED ROUND · MAY 2026

The Intelligence Layer Transforming EMS Operations.

AI revenue intelligence for ambulance operators, billing teams,
and fleet operations across the United States.

\$21B

U.S. EMS MARKET

Total addressable opportunity

\$3.15B

ANNUAL REVENUE LEAKAGE

Lost before claims are submitted

21,000+

EMS AGENCIES

Fragmented, underserved buyers

THE PROBLEM

Private EMS is drowning in operational complexity.

Legacy CAD and billing tools cannot see revenue risk before it's lost.

- **Revenue leakage is invisible**

Up to 15% of legitimate revenue is lost to documentation gaps, missed modifiers, and unbilled mileage — long before a claim is filed.

- **Fragmented operational stack**

Dispatch, ePCR, billing, and compliance run in disconnected silos with no shared intelligence layer.

- **Manual compliance risk**

Medicare and Medicaid audits hinge on narrative quality and PCS validity — both unmonitored in real time.

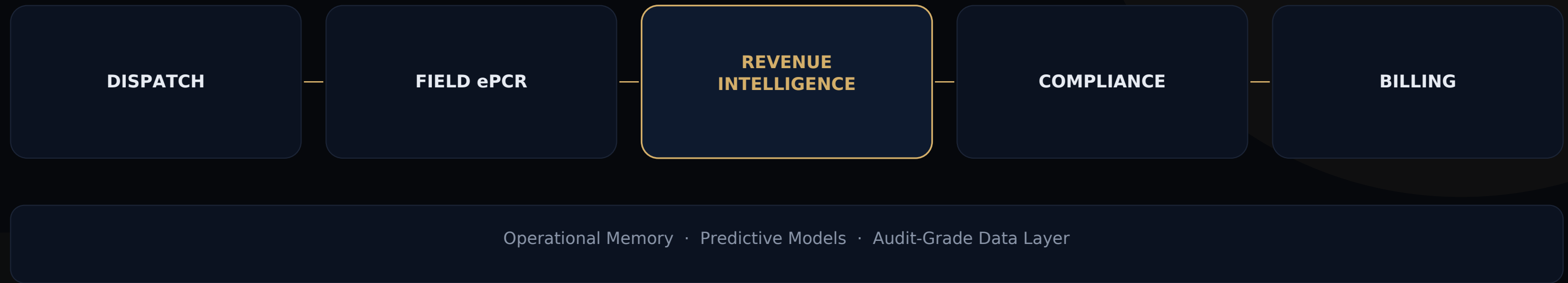
- **No predictive layer**

Operators react after denials. Nothing predicts which trips will lose money tomorrow.

PLATFORM

One intelligence layer across the EMS workflow.

Dispatch · ePCR · Billing · Compliance — unified in real time.



REVENUE PROTECTION ENGINE

AI that finds money before it disappears

- **Detect**

Scan dispatch, ePCR, vitals, and narrative for revenue and compliance risk.

- **Quantify**

Assign dollar impact, severity, and recovery probability to every gap.

- **Resolve**

Suggest fix, route to crew or billing, and protect the claim before submission.

- **Learn**

Outcomes feed the model — accuracy compounds with every trip.

+18%

AVG REVENUE RECOVERY

Per agency, first 90 days

94%

PRE-SUBMISSION CATCH RATE

Of leakage events flagged

<400ms

DETECTION LATENCY

Real-time, per trip

WHY THIS WINS

An EMS-native intelligence stack competitors cannot retrofit.

Six structural advantages compounding on a proprietary data layer.

- **AI Revenue Intelligence**

Purpose-built models trained on EMS billing patterns, not generic healthcare.

- **Real-Time Risk Detection**

Sub-second scanning across dispatch, clinical, and billing surfaces.

- **Dispatch + Billing Layer**

First platform to merge operational and financial signals in one system.

- **Operational Memory**

Every trip enriches the model — a data moat that widens monthly.

- **Predictive Compliance**

Audit risk scored before claims leave the building.

- **EMS-Native Architecture**

Built around NEMESIS, PCS, modifiers, and field reality.

FINANCIAL PROFILE

Software economics. Mission-critical retention.

Recurring SaaS plus per-trip intelligence fee.

80%

GROSS MARGIN

Mature steady-state

42x

LTV / CAC

Year 3 cohort target

Yr 3

CASH-FLOW +

Positive operating cash

\$10.8M

YR 5 NET INC

Projected

PROJECTED ARR · \$M

\$0.6M

Y1

\$2.4M

Y2

\$7.1M

Y3

\$16.5M

Y4

\$32.0M

Y5

FOUNDER

Operator-led. Built from inside the industry.



EOE

FOUNDER · CEO

EMS Operations · AI · Healthcare Revenue

- **Operator Insight**

Built every workflow inside a real EMS operation — not from outside.

- **Technical Depth**

AI systems, healthcare data, and revenue infrastructure.

- **Customer Trust**

Direct relationships with private EMS owners and billing leads.

- **Execution Speed**

Shipping production AI features weekly with live operator feedback.

THE ASK

Seed round to capture the EMS intelligence layer.

Capital deployed against AI, go-to-market, and compliance scale.

\$3.5M

SEED ROUND

SAFE · \$20M post-cap

18 mo

RUNWAY

Through Series A milestones

\$8M

ARR TARGET

End of Year 2

USE OF FUNDS



Engineering & AI 45%

Go-to-Market 30%

Compliance & Data 15%

Operations 10%

investors@emsopselite.com · emsopshub.com/investors