PILOT PLAN

The ARKA pilot

Prove value in one department or one payer before you scale systemwide — time-boxed, KPI-driven, low-lift, and convertible to enterprise.

PILOT AT A GLANCE

DURATION
30–90 days

SCOPE
One service line or one payer — e.g., outpatient MRI/CT for one commercial plan

PRICE
Fixed pilot fee, credited toward the enterprise contract

CONVERT
Same integration, widen scope — no re-implementation

THE SUCCESS CONTRACT · KPIS AGREED UP FRONT

KPI	BASELINE (TYPICAL)	PILOT TARGET	HOW MEASURED
Advanced-imaging denial rate	20–40%	Material reduction	ROI dashboard
First-pass clean-claim rate	Payer-specific	Improvement	RCM feed
Auto-clear rate (never queued)	0%	35–40%	CDS logs
Prior-auth turnaround time	Days	Faster	PAS status
Clinician clicks added	—	0	Workflow audit

GUARANTEE **Pilot-to-Production:** the success threshold is defined jointly up front. If the pilot misses it, **month 1 of production is free.** The pilot is priced to signal seriousness — not to profit — and is credited toward the enterprise contract.

WHAT A SAFE PILOT LOOKS LIKE · ALL MET

- ✓ **Time-bound** — 30–90 days, with a clear go/no-go.
- ✓ **KPI-driven** — the scorecard above is the contract.
- ✓ **Convertible** — flip to enterprise by widening scope; no rebuild, no second integration.
- ✓ **Narrowly scoped** — one department, one payer, or one population.
- ✓ **Low implementation burden** — CDS Hooks / SMART on FHIR; no custom build; no raw PHI moved.

Scope my pilot

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