





generate solutions based on Al **& ML** to create value, mitigate risk and/or gain competitive advantage

purposes, and require deep understanding of the business unit, operating model, and key challenges

BREIN now sees a trove of potentially valuable assets with monetization potential

STATEMENT

The challenge: *whether* these models & software can be commercialized externally – and if so, *how.*

PATHWAY TO MMERCIALIZATION \bigcirc

1. Prioritization

Prioritize existing models to determine whether there are sufficient interest and resources available to consider commercializing this model externally

Impact: the right place and time

Complexity: the right client and tech

2. Implementation

Develop the **implementation** plan to determine how the model could be brought to market

Proprietary Software

Data Prep: acquisition, cleaning, integration

Implementation: analytics, ML/Al, software

3. Business Plan

Design the **business plan** of how much to charge and how to allocate potential revenues and costs & analyze, whether a startup spinoff is necessary.

Pricing: costs, pricing, and revenue division

Operational Model: Resource, personnel, and



