DocupletionForms / HIPAA-Compliant Legal Inference Platform

Secure, auditable natural-language legal document inference exposed as a plug-in API for law firms and LegalTech/RegTech platforms. Actionable insight with compliance-grade provenance—answers plus defensible evidence.

1. Competitive Positioning vs Cecilia and Westlaw

Capability / Benefit	Your Platform	DISCO Cecilia	Westlaw / Westlaw Edge
Free-form Q&A; over uploaded legal documents	■	■	✗■
Clause interpretation / obligation extraction	■	■	✗■
Audit-ready provenance (prompt/versioning, lineage, hardware attestation)	■	✗■	✗■
HIPAA-compliant inference boundary & traceable evidence	■	■	✗■
Flexible, tokenized usage & pricing	■	✗■	■
API / white-label embedding	■	✗■	✗■
Performance SLAs & isolation	■	■	✗■
Right-sized pricing	■	■	✗■
Future code/contract interpolation	Roadmap	✗■	✗■

Legend: ■ full support, ■ partial / limited, ✗■ none. 'Roadmap' means planned extension.

2. Key Differentiators (without interpolation)

• Packaged audit-ready provenance: per-inference logs, model/prompt versioning, and certified-clean hardware attestation.
• HIPAA-grade inference boundary with traceable evidence suitable for compliance audits (HIPAA/SOC II).
• Flexible tokenized usage and right-sized pricing vs opaque enterprise bundles.
• White-label API integration for LegalTech/RegTech platforms with performance SLAs and dedicated isolation.
• Future extension path to automate clauses into code / contract logic.

3. Monetization & Unit Economics

Lawyer / Firm Tier: ~$3,000/month for secure insight and compliance-grade inference. LegalTech / RegTech Platform Operator Tier: $15K–$30K+/month for API integration, dedicated nodes, and compliance bundle. Example platform LTV: $15K×12 = $180K. CAC estimate: $3K–$7.5K. Estimated ROI per platform client ~20x; payback under one month.

4. Go-to-Market & Growth Path

Beachhead: small/mid law firms with regulated data flows and LegalTech platforms. Sales motions: outbound to platforms, referral partnerships, content/inbound. Pilot pricing to build case studies and lower CAC.

5. Operational & Defense Moats

Provenance infrastructure (validated GPU nodes, firmware verification), compliance evidence as a product, API embedding and integration lock-in, and roadmap to interpolation (insight → automation).

6. Financial Snapshot (Illustrative)

Target revenue: $5M/month. Compute + operations cost: < $300K/month. Law firm clients needed at $3K/mo: ~1,700. Platform accounts at $15K/mo: ~334. Scalable CAC: firm-level $1K–$3K; platform-level $3K–$7.5K.

7. Ask / Use of Proceeds

Raise $1M–$2M seed to finalize the HIPAA inference infrastructure & audit tooling; acquire and validate initial GPU cluster; build sales & partnership team (50+ law firm pilots, 5–10 platform integrations); develop marketing, case studies, and compliance packaging; and productize the API with onboarding and fit guarantees. Early revenue goal: $2M–$6M ARR from firm tiers and platform deals.