

# Seattle Hill Ventures, LLC

*Optimize Your Bottom Line*

*Seattle Hill Efficiency Assessment (EA)*

AI Powered Virtual Health Company

## Comprehensive - Base

July 9, 2026

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*The information included in this report is deemed confidential and is provided solely for use by the customer noted above*

**The number of similar organizations you were compared against:**

**173**



***We hope this information is helpful as you continue to build your business.***

# Seattle Hill Ventures, LLC

*Optimize Your Bottom Line*

**AI Powered Virtual Health Company**

***Seattle Hill Efficiency Assessment (EA)***

**Comprehensive - Base**

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# Seattle Hill Ventures, LLC

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*Seattle Hill Efficiency Assessment (EA)*

**AI Powered Virtual Health Company**

## **Comprehensive - Base**

**Section One - Your Numbers and Areas of Focus and/or Opportunities**

July 9, 2026

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# Seattle Hill Ventures, LLC

*Optimize Your Bottom Line*

## Seattle Hill Efficiency Assessment (EA)

### AI Powered Virtual Health Company

#### Comprehensive - Base

|                                           | Score  | % to Optimum |
|-------------------------------------------|--------|--------------|
| General Business                          | 45.00  | 62.50%       |
| Competitive Positioning                   | 17.00  | 78.16%       |
| Marketing Capability                      | 19.00  | 108.57%      |
| Product Positioning                       | 31.00  | 118.10%      |
| Financial                                 | 384.78 | 741.35%      |
| Efficiency                                | 85.74  | 29.74%       |
| Overall Seattle Hill Efficiency Score     | 152.16 | 134.30%      |
| Efficiency of Resources                   | 192.31 | 258.27%      |
| Effectiveness of Operating Infrastructure | 70.64  | 36.76%       |

#### Seattle Hill Venture Efficiency Assessment (SHV EA)

Utilizing the information you provided, it appears you have a very good chance of being successful. Please review the information in this report for areas to focus on and/or enhance.

#### Likelihood of Success:

#### % to Optimum

|                                                                |        |        |
|----------------------------------------------------------------|--------|--------|
| Excellent - (Between)                                          | 70.0%  | 130.0% |
| Very Good - (Between)                                          | 130.0% | 160.0% |
| Very Good - (Between)                                          | 40.0%  | 70.0%  |
| Good - There appear to be opportunities to improve - (Between) | 10.0%  | 40.0%  |
| Good - There appear to be opportunities to improve - (Between) | 160.0% | 190.0% |
| Improvement is necessary - (Less Than / Greater Than)          | 10.0%  | 190.0% |

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Comprehensive - Base

\$\$ Thousands

| <u>Balance Sheet</u> |    |          |              |
|----------------------|----|----------|--------------|
| Cash                 | \$ | 3,599.71 |              |
| Accounts Receivable  | \$ | 6,176.89 |              |
| Inventory            | \$ | 261.44   |              |
| Prepaid Expense      | \$ | -        |              |
| Other Assets         | \$ | 442.54   |              |
| Total Assets         |    |          | \$ 10,480.58 |
| Accounts Payable     | \$ | 112.02   |              |
| Accrued Expense      | \$ | 676.53   |              |
| Debt                 | \$ | 112.02   |              |
| Total Liabilities    |    |          | \$ 900.57    |
| Owners Equity        |    |          | \$ 9,580.01  |

| <u>Income Statement</u>                        |    |           |              |
|------------------------------------------------|----|-----------|--------------|
| Revenue                                        | \$ | 42,668.91 |              |
| Cost of Goods                                  | \$ | 13,904.98 |              |
| Gross Margin                                   |    |           | \$ 28,763.93 |
| Salaries and Wages                             | \$ | 8,550.51  |              |
| Advertising                                    | \$ | 657.36    |              |
| Employee Benefits                              | \$ | 1,522.64  |              |
| Information Technology                         | \$ | 804.57    |              |
| Sales Commissions                              | \$ | 888.09    |              |
| Loan Payment Interest                          | \$ | -         |              |
| Other Expense                                  | \$ | 4,094.94  |              |
| Total Expense                                  |    |           | \$ 16,518.12 |
| Income Before Depreciation and/or Amortization |    |           | \$ 12,245.81 |
| Depreciation and/or Amortization               |    |           | \$ 910.25    |
| Operating Income                               |    |           | \$ 11,335.55 |
| Number of Full Time Staff Equivalent           |    | 174.65    |              |

| <u>Customer Resonance</u> |  |       |
|---------------------------|--|-------|
| Customer Satisfaction     |  | 95.0% |
| Repeat Customers          |  | 95.0% |
| Sales Close Ratio         |  | 10.0% |

| <u>Estimated Valuation</u> |            |
|----------------------------|------------|
| Best Estimate              | \$ 198,577 |

Represents the Balance Sheet, Income Statement and Customer Resonance results that support the Optimal Efficiency Score (from page 4a / 21) related to your peer group.

## Seattle Hill Ventures, LLC

*Optimize Your Bottom Line*

The number of similar organizations you were compared against:

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### AI Powered Virtual Health Company

#### Seattle Hill Efficiency Assessment (EA)

#### Comprehensive - Base

| Areas of Focus and/or Opportunity   | OES Score | Relative Importance |
|-------------------------------------|-----------|---------------------|
| Cash Management Enhancement         | 20.0      | 29.3%               |
| Equity Improvement                  | 10.0      | 14.6%               |
| Revenue Enhancement                 | 9.0       | 13.2%               |
| Debt Management                     | 9.0       | 13.2%               |
| Cost of Goods Enhancement           | 6.0       | 8.8%                |
| Operating Expense Enhancement       | 5.3       | 7.8%                |
| Receivable Management               | 3.0       | 4.4%                |
| People Management                   | 2.0       | 2.9%                |
| Inventory Management                | 2.0       | 2.9%                |
| Customer Satisfaction Improvement   | 1.0       | 1.5%                |
| Customer Retention                  | 1.0       | 1.5%                |
| Customer Resonance Improvement      | 0.0       | 0.0%                |
| Market/Marketing Focus              | 0.0       | 0.0%                |
| Product Positioning                 | 0.0       | 0.0%                |
| Rework / Customer Focus Enhancement | 0.0       | 0.0%                |
| Ability to Raise Capital            | 0.0       | 0.0%                |
| Strategic Focus                     | 0.0       | 0.0%                |
| Customer Resonance                  | 0.0       | 0.0%                |
| Management Experience               | 0.0       | 0.0%                |
| Talent Management                   | 0.0       | 0.0%                |
| Business Focus                      | 0.0       | 0.0%                |
| Competitive Position                | 0.0       | 0.0%                |
| Product Portfolio                   | 0.0       | 0.0%                |
| Product Resonance                   | 0.0       | 0.0%                |
| Talent Acquisition                  | 0.0       | 0.0%                |
| Employee Awareness                  | 0.0       | 0.0%                |

Utilizing the information you provided, it appears you have a very good chance of being successful. Please review the information in this report for areas to focus on and/or enhance.

This information highlights the areas of focus and opportunity that may provide you the best chance to enhance your business.

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# Seattle Hill Ventures, LLC

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*Seattle Hill Efficiency Assessment (EA)*

**AI Powered Virtual Health Company**

## **Comprehensive - Base** **Section Two - Your Detailed Analysis**

July 9, 2026

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*Seattle Hill Efficiency Assessment (EA)*

**AI Powered Virtual Health Company**

Comprehensive - Base

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### **Strategic:**

You represented that you are in business with the desire to meet customer needs.

You indicate your business has been in existence for some time. This is the most important time to re-evaluate your effectiveness and efficiencies since you may be missing potential growth opportunities.

You seem to have a lot of people counting on your success. It will be critically important to be operating at maximum effectiveness.

You seem to have ventured into this business after much thought. Thoughtful strategic development and operational focus are critical to your success.

Your competitive position may not be as strong as you would like it to be. Understanding the competition is critical to your business success.

It appears that your location will facilitate the customer attention that is important in growing a business.

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### **Operational:**

Your marketing approach appears to be strong. Understanding how to market your products and services and attracting new customers is critical to business success.

Your product portfolio appears to be well suited to meet your customers needs. Knowing what your customers want and/or need and fulfilling they want/need is critical to business success.

You appear to be managing your resources efficiently. Continue to monitor since there may be opportunities to improve your operating infrastructure which could lead to lower cost and increased growth.

It appears you may have opportunities to utilize the operational infrastructure to improve your earnings power.

**The finding/suggestion noted above should be an immediate focus.**

It appears you are doing a good job meeting the service and quality needs of your customers. This is often the most critical component of success since it leads to positive word of mouth and repeat customers.

It is evident that by improving the business environment for your people you may improve your earnings position.

You appear to have satisfied customers. This is important as you work to grow and improve your earnings.

It appears your ability to monetize staff toward customer retention is in good shape. That said, there are always opportunities to improve this item and, in turn, improve growth.

You seem to be taking advantage of opportunities to leverage your people to achieve earnings and growth.

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### **Financial:**

Your financial resources are not being invested in the business as well as they could be. Improving your financial strength is critical in order for your business to sustain itself.

**The finding/suggestion noted above should be an immediate focus.**

There is evidence you may not be maximizing your assets toward generating revenue.

**The finding/suggestion noted above should be an immediate focus.**

It appears that you may be having difficulty managing your cash, in an optimal manner, vis-à-vis your bills.

**The finding/suggestion noted above should be an immediate focus.**

You do not seem to be utilizing your debt in a manner that is optimal.

It appears there are some improvements needed in order to utilize your short-term debt in an effective manner. Appropriate use of debt is important in supporting your growth plans.

**The finding/suggestion noted above should be an immediate focus.**

You appear to be effectively managing your inventory and accounts receivables. Effective management of these assets can lead to a better cash position and increased earnings power.

It appears you are effectively managing your non-sales related expenses. Effective management of these items is critical for better cashflow and earnings growth.

It appears your business is generating an appropriate return on your equity.

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Based upon the information received from you, we highlight the following:

|                                                                                                                                                                                                                                                                                                                                                                                      |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>The following represents important metrics that could impact your likelihood of success.</b>                                                                                                                                                                                                                                                                                      |
| <b>Product &amp; Service Quality:</b><br><br>The quality of your products appears to be good. No immediate improvement opportunity is noted, but continue to monitor.                                                                                                                                                                                                                |
| <b>Market Conditions and the Impact on The Business:</b><br><br>You appear to understand the critical conditions that impact your business. No immediate improvement opportunity is noted, but continue to monitor.                                                                                                                                                                  |
| <b>Advertising Effectiveness:</b><br><br>Your advertising approach appears to be reasonable. No immediate improvement opportunity is noted, but continue to monitor.                                                                                                                                                                                                                 |
| <b>Product Resonance - Tailored to Customer:</b><br><br>Your products and services appear to meet your customers' needs. No immediate improvement opportunity is noted, but continue to monitor.                                                                                                                                                                                     |
| <b>Product Resonance - Accessible:</b><br><br>You appear to be accessible to your customers. No immediate improvement opportunity is noted, but continue to monitor.                                                                                                                                                                                                                 |
| <b>Cash Available to Pay Current Bills:</b><br><br>You appear to have more cash on hand than is needed to meet your short-term bills. This is unnecessary and results in lost earnings due to missed investment opportunities. You should consider addressing your cash and investment opportunities.<br><br><b>The finding/suggestion noted above should be an immediate focus.</b> |
| <b>Revenue Receipt Management:</b><br><br>You should work more aggressively at collecting monies owed by your customers. This is critical to allow continued investment in your business and to optimize your cashflow.                                                                                                                                                              |
| <b>Capital Management</b><br><br>You do not appear to be utilizing debt in an effective manner. Better balancing your debt could enhance your cashflow and investment opportunities.<br><br><b>The finding/suggestion noted above should be an immediate focus.</b>                                                                                                                  |
| <b>Sales and Client Retention Effectiveness:</b><br><br>You seem to be effective closing on your sales opportunities and retaining your existing customers. No improvement opportunity is noted, but continue to monitor.                                                                                                                                                            |
| <b>Staff Effectiveness:</b><br><br>You appear to have a good balance of human resources relative to the revenue generated. No immediate improvement opportunity is noted, but continue to monitor.                                                                                                                                                                                   |
| <b>Quality of Products and Services:</b><br><br>The level of rework and/or returns is not optimal. Improving your quality assurance procedures will help improve your sales and earnings. You should consider reevaluating your operational control environment.                                                                                                                     |
| <b>Customer Resonance:</b><br><br>Your customers seem satisfied with your products and services. No immediate improvement opportunity is noted, but continue to monitor.                                                                                                                                                                                                             |
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Based upon the information received from you, we highlight the following:

The following represents important metrics that could impact your likelihood of success.

### Cost of Operations:

Your responses indicate the cost to manufacture your products and services are in line with industry norms. There is nothing to do at this time but continue to monitor.

### Salaries and Wages:

Your responses indicate employee salaries are in line with your competitors. There is nothing to do at this time but continue to monitor.

### Interest on Debt:

The information provided suggests you may not be utilizing debt as effectively as possible as you attempt to grow. There may be an opportunity to leverage your balance sheet in order to expand.

### Advertising:

The information provided suggests you are investing on customer acquisition in a manner consistent with your competitors. There is nothing to do at this time but continue to monitor.

### Employee Benefits:

Your responses indicate employee benefit package is in line with your competitors. There is nothing to do at this time but continue to monitor.

### IT Spend:

Your responses indicate your technology spend is in line with your competition and industry norms. There is nothing to do at this time but continue to monitor.

### Other Expenses:

Your responses indicate the cost to operate your business is in line with your competition and industry norms. There is nothing to do at this time but continue to monitor.

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### **Section Three - How You Compare to Optimal Results**

July 9, 2026

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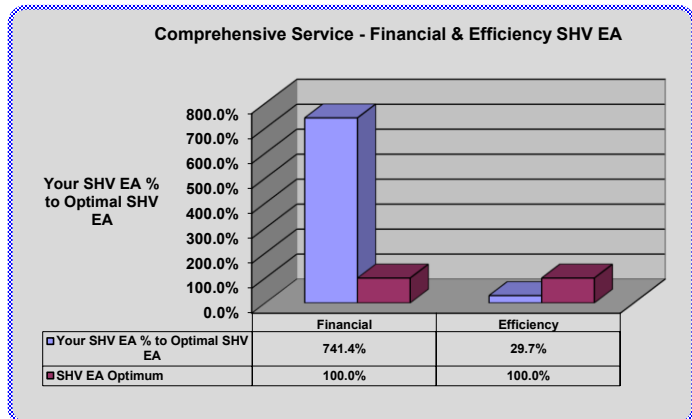
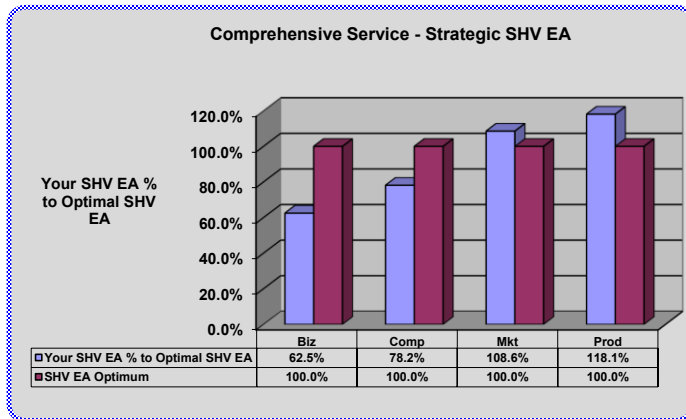
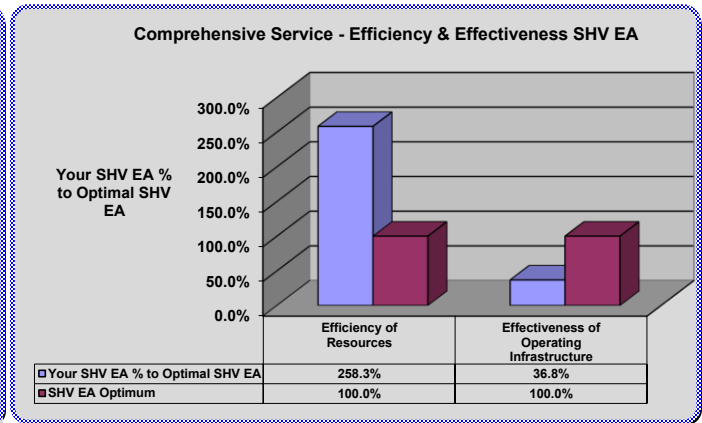
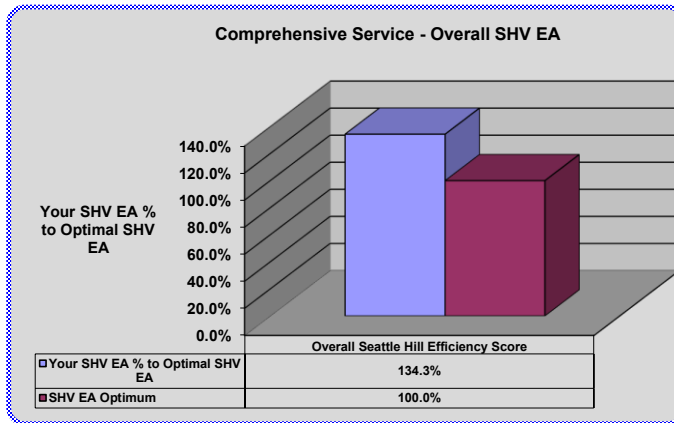
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"SHV EA Optimum" represents the optimal level of efficiency and effectiveness at which your enterprise should be operating.

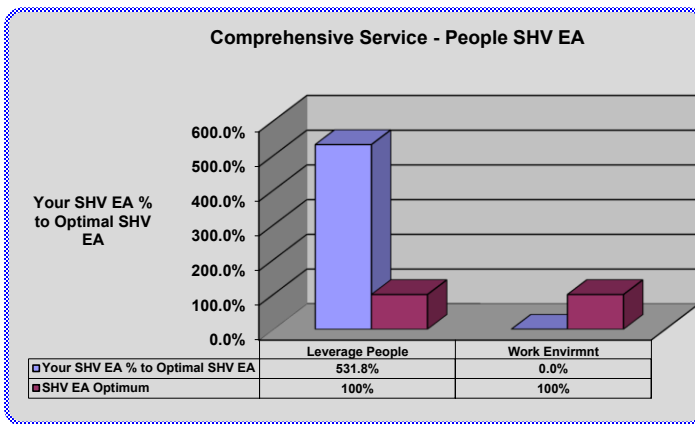
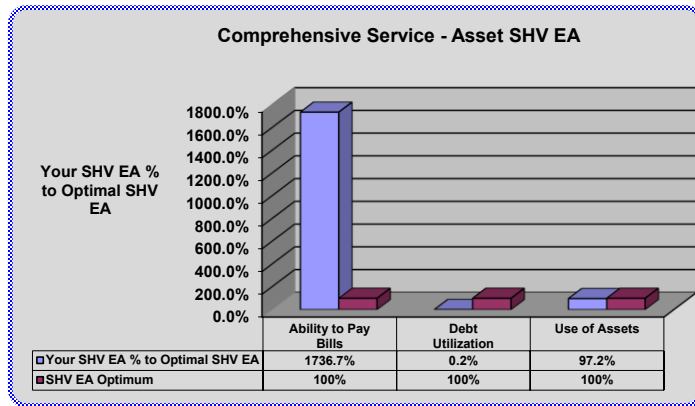
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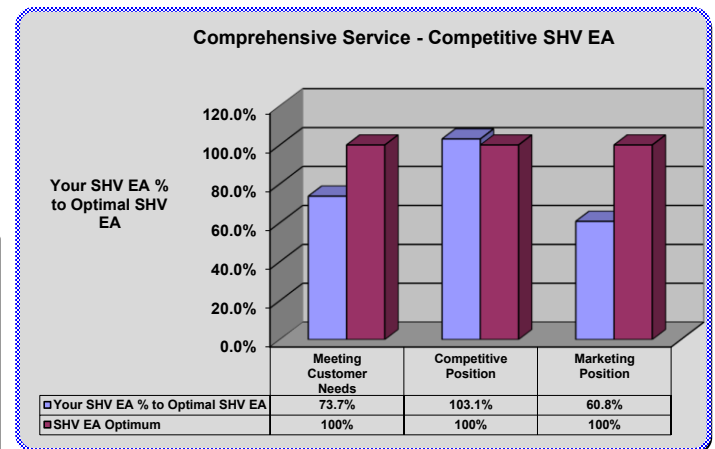
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**Section Four - Your Quarter Over Quarter Trend (if purchased) and Your Comprehensive SWOT Results**

July 9, 2026

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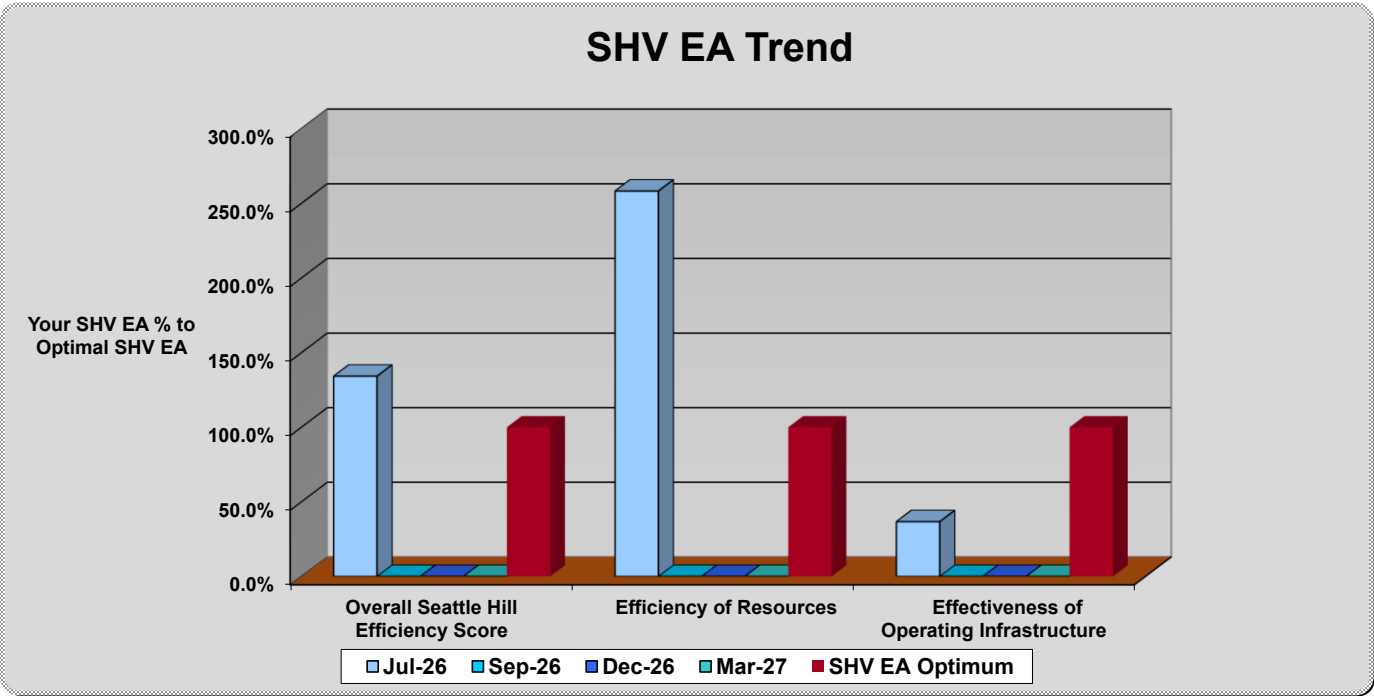
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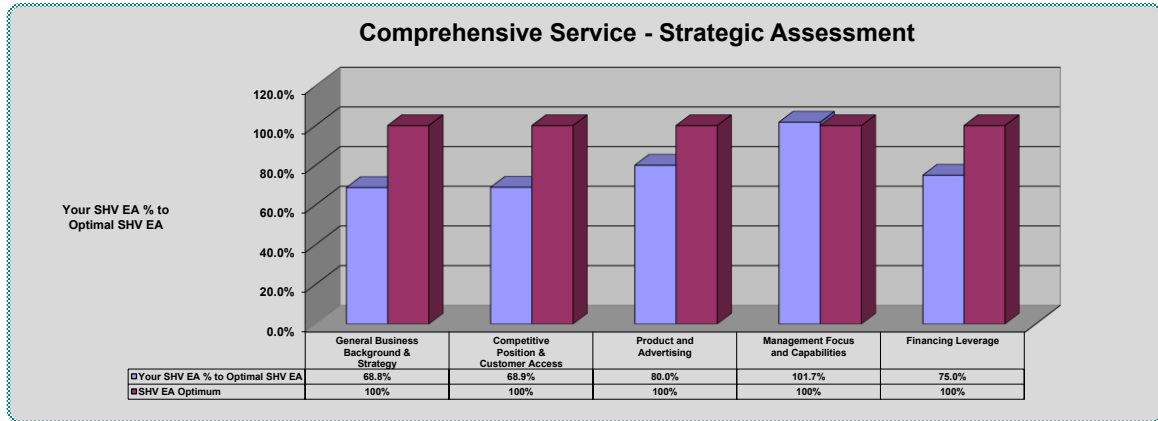
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### General Business Background & Strategy:

Your responses indicate you are in business for the right reasons.

### Competitive Position & Customer Access:

It appears you have a good understanding of your competitive situation and you have products and services that are resonating in the market. It is important to continue to scan the market so you can adjust your offerings as needed.

### Product and Advertising:

It seems you have a product portfolio that is known to your potential customers and that is easy for customers to acquire. In order to maximize long term success, this capability is something that should be continuously reviewed and assessed.

### Management Focus and Capabilities:

It looks as though you have an appropriate level of management experience and/or business knowledge. In addition, your responses suggest you have solid training programs and that you are able to attract and retain good employees. Talent management is a never ending process and should be a continual focus so that you might maximize your growth and earnings.

### Financing Leverage:

Your responses indicate you have strong financial backers and you have access to additional capital. This is critical since businesses take time to fully reach their potential. You should always be on the lookout for future backers.

# Seattle Hill Ventures, LLC

Optimize Your Bottom Line

## AI Powered Virtual Health Company

### Seattle Hill Efficiency Assessment (EA)

### Comprehensive - Base

Detailed Strength, Weakness, Opportunity, Threat Assessment (SWOT)

SWOT Result

|                                                     |                                                                                                                                                             |
|-----------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Overall - Top Line Growth Assessment                | Based on SHV algorithms, this area is at risk, needs greater focus, and you should invest more time and/or resource to improve your effectiveness.          |
| Overall - Operating Infrastructure Assessment       | Based on SHV algorithms, this area appears to be managed well but you should invest a bit more time and resource to operate at an optimal level.            |
| Overall - Balance Sheet Assessment                  | Based on SHV algorithms, this area is not functioning effectively or efficiently. It should be an important area of focus in order to reach your potential. |
| Revenue Management                                  | Threat - your peer group may be better positioned than you, so to have the best chance to compete and win, you should focus more on this area.              |
| Cost of Goods Management                            | Strength - relative to your peers, this area is operating at an optimal level.                                                                              |
| Operating Expense Management                        | Threat - your peer group may be better positioned than you, so to have the best chance to compete and win, you should focus more on this area.              |
| Customer Satisfaction                               | Threat - your peer group may be better positioned than you, so to have the best chance to compete and win, you should focus more on this area.              |
| Customer Resonance                                  | Strength - relative to your peers, this area is operating at an optimal level.                                                                              |
| Use of Debt                                         | Threat - your peer group may be better positioned than you, so to have the best chance to compete and win, you should focus more on this area.              |
| Use of Equity                                       | Weakness - relative to your peers, this area of the business is performing below an optimal level.                                                          |
| Use of Cash                                         | Weakness - relative to your peers, this area of the business is performing below an optimal level.                                                          |
| People Management                                   | Threat - your peer group may be better positioned than you, so to have the best chance to compete and win, you should focus more on this area.              |
| Market/Marketing Focus                              | Strength - relative to your peers, this area is operating at an optimal level.                                                                              |
| Product Positioning                                 | Strength - relative to your peers, this area is operating at an optimal level.                                                                              |
| Customer Focus                                      | Strength - relative to your peers, this area is operating at an optimal level.                                                                              |
| Receivable Management                               | Weakness - relative to your peers, this area of the business is performing below an optimal level.                                                          |
| Inventory Management                                | Weakness - relative to your peers, this area of the business is performing below an optimal level.                                                          |
| Customer Retention                                  | Strength - relative to your peers, this area is operating at an optimal level.                                                                              |
| Creating and/or Innovating Products or Services     | Based on SHV algorithms, this area appears to be performing well but, to stay ahead, focus a bit more on the competition.                                   |
| Adjusting Business to Meet Customer Needs           | Based on SHV algorithms, this area is performing in an effective and efficient manner but continue to scan the market for opportunities.                    |
| Innovating Operating Process to be More Effective   | Based on SHV algorithms, this area appears to be performing well but, to stay ahead, focus a bit more on the competition.                                   |
| Enhancing Management Oversight to be More Efficient | Based on SHV algorithms, this area is in need of some dedicated focus in order to stay competitive.                                                         |

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**Section Five - Glossary of Terms**

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Glossary Of Seattle Hill Efficiency Assessment (EA)

|                                           |                                                                                                                                                                                                                                                                                    |
|-------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Overall Seattle Hill Efficiency Score     | Quantifies your overall result and encompasses all of the information you have provided. This measure combines all of the specific Efficiency Assessment (EA) metrics and is useful in summarizing your overall business effectiveness and opportunities.                          |
| Efficiency of Resources                   | Measures the efficiency of the business model relative to your marketing position and your use of financial resources. This score is important in helping you understand how efficiently you are using your resources to grow revenue and earnings.                                |
| Effectiveness of Operating Infrastructure | Measures how well you utilize your people and your operating infrastructure toward growth. It allows you to understand how well your organization is focused on overall growth objectives and how effectively you are servicing your customers.                                    |
| General Business                          | Quantifies how well positioned your business is to meet your customer's needs. It offers the perspective as to whether or not your business is optimally focused on your customer's needs.                                                                                         |
| Competitive Positioning                   | Assesses how effective you are meeting the daily needs of your customer. It allows you to understand how well positioned you are to attract and retain customers.                                                                                                                  |
| Marketing Capability                      | Evaluates how effective you are at communicating your products and services to your current and potential customers. This is a critical measure to help you maximize your revenue opportunities.                                                                                   |
| Product Positioning                       | Measures the depth and breadth of your products as well as your success at having the products available when needed. Offering the products and services your customers need, and making it easy for your customers to buy your products, is critical to grow your business.       |
| Financial                                 | Assesses how you are leveraging your financial resources. It is critical that your business is efficiently utilizing your financial resources since good financial management is critical if your business is going to reach it's earnings potential.                              |
| Efficiency                                | Quantifies critical operating metrics and provides an overall effectiveness score. Effective, and appropriate, management of the organization and effective oversight of the operation will typically result in earnings growth.                                                   |
| Asset Management                          | Measures your ability to manage your financial assets and how effectively your business is utilizing these assets to grow your revenue and earnings.                                                                                                                               |
| People Management                         | Assesses how effectively your business is utilizing your people to achieve desired revenue and earnings growth. Staff satisfaction, their strategic awareness, their ability to effectively perform their job and their ability to focus on the customer are critical for success. |
| Competitive Advantage                     | Measures your position relative to your competitors. Differentiating your products and services will help you grow revenue and earnings.                                                                                                                                           |

# Seattle Hill Ventures, LLC

*Optimize Your Bottom Line*

*Seattle Hill Efficiency Assessment (EA)*

AI Powered Virtual Health Company

## Comprehensive - Base

July 9, 2026

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*The information included in this report is deemed confidential and is provided solely for use by the customer noted above*



***Thank you for the opportunity to serve you!***