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Case Study | HelpCare AI × XeroVI AI

Slashing a 270-Day Enterprise Sales Cycle to 38 Days—and Unlocking a \$2.96M Annual Revenue Path in One Quarter

Key Metrics at a Glance

Metric	Before XeroVI AI	After 90 Days with XeroVI AI
Avg. Deal Size	—	\$185,000
Email Reply Rate	2.9% (industry avg.)	7.6% (2.6× higher)
Qualified Pipeline	—	\$740,000
Pipeline Efficiency	—	92% conversion of qualified leads
Sales-Cycle Length	270 days	156 days (–42%)
Enterprise Healthcare Clients	0	4 new enterprise accounts
Days to First Contract	—	38 days

The Challenge

About HelpCare AI

HelpCare AI delivers real-time, clinician-grade analytics that cut hospital costs and boost patient safety. Despite its groundbreaking platform, the team had spent six months burning cash without closing a single enterprise deal.



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Barriers to Growth

- Fierce market noise: 100+ AI vendors made differentiation nearly impossible.
- Crippling 270-day enterprise sales cycle, too slow for startup runway.
- Generic prospecting—messages never reached decision-makers.
- Zero proof: no case studies, pilots, or traction to show credibility.

HelpCare AI needed a **surgical, data-driven approach** to break through C-suite skepticism and build momentum.

Xerovi AI Solution: From “Vendor” to “Must-Have Partner”

1 | Pinpoint the Burning Platform

- Addressed **clinician burnout**, value-based care pressures, and 30% operational waste.
- Targeted **CMOs, VPs of Clinical Ops, and Chief Medical Officers** directly.
- Personalized messaging quantified **cost-savings + safety gains**.

- Optimized cadence lifted reply rates to **7.6% (vs. 2.9% industry avg.)**.

2 | Surgical Outreach at Scale

- **AI-driven readiness scoring** flagged “fast-track” prospects.
- Sequenced touchpoints converted discovery → pilot → contract in just **38 days**.
- Differentiation messaging tied AI to measurable **financial + clinical outcomes**.

3 | Compress Enterprise Sales Cycles

- Average sales cycle **shrunk 42% (270 → 156 days)**.
 - **4 enterprise accounts closed**, building \$740K in qualified pipeline.
 - **92% lead-to-client conversion rate**—unprecedented in healthcare AI.
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Results After 90 Days

- ✓ \$185K **average deal size**, unlocking a **\$2.96M ARR path**
 - ✓ 14.3% of meetings converted into paying clients (vs. healthcare norm <5%)
 - ✓ Startup runway extended with **profit-driven momentum, not additional burn**
 - ✓ Xerovi AI transformed HelpCare AI into a **category-defining partner** instead of “just another vendor.”
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Client Voice

"Xerovi AI cut straight through the healthcare noise. Their data-backed emails landed directly with CMOs, and our first contract closed in just 38 days—a record for any AI vendor we know."

— **Dr. Lena Wyatt, CEO, HelpCare AI**

Why HelpCare AI Chose Xerovi AI

- **Fast-Track Pilots** → Proof-driven contracts in weeks, not years.
 - **AI-Powered Sequencing** → 114 days shaved off enterprise sales cycle.
 - **Impact-First Messaging** → Clear ROI for financial and clinical decision-makers.
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Imagine Closing Enterprise Healthcare Deals in Weeks—Not Years

If you're ready to vault past the AI vendor pack, let **Xerovi AI** build the outreach engine that turns C-suite skepticism into signed contracts—and transforms pipeline into revenue.

 **Book a 15-minute strategy call with Xerovi AI today.**

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