

Value & Cost — the honest math.

Sparcle Bolt Authorize (sovereign, BYO LLM) + Aeira Enhanced · regulated
1,000-seat enterprise · self-hosted · 1-year illustrative scenario.

Scenario assumptions
1,000 knowledge-worker seats · regulated buyer
Self-hosted in customer VPC or on-prem
Bolt **Authorize** tier (\$30/seat/mo) · Aeira Enhanced (\$4,999/mo)
BYO LLM via customer's existing contract
Founding-customer **25% discount** applied (24-mo lock)

Annual cost — fully disclosed

Sparcle license + customer-side infrastructure

NET-NEW SPARCLE LICENSE	
Bolt Authorize	\$360,000
· per seat / month\$30/seat × 1,000 × 12 mo. Self-hosted, BYO LLM, full platform.	
Aeira Enhanced	\$59,988
· fixed monthly\$4,999/mo × 12. Production-scale. Fixed cost, not per-seat.	
Founding-customer discount	~\$104,997
25%, 24-mo lock. First 50 customers. Applies to Bolt + Aeira list price.	
Net-new annual Sparcle spend	\$314,991
CUSTOMER-SIDE INFRASTRUCTURE · REAL MONEY YOU PAY	
Compute	~\$60,000
· Bolt + Aeira VPC nodesMid-size VMs: API, ingest, scheduler, Postgres HA, NATS, Redis.	
Storage	~\$20,000
· Postgres + S3 + audit WORMProduction records + object lock for the audit chain.	
LLM tokens	~\$80,000
· your existing BYO LLM contractBlended commercial rate, or self-hosted model at no per-token cost.	
Customer-side annual operating cost	~\$160,000
Total annual customer outlay (Sparcle + infra)	~\$474,991

Infrastructure is real money, but it typically sits inside your existing AWS / Azure / GCP commit and BYO LLM contract — usually <1% of a multi-million-dollar cloud budget. Zero Sparcle token markup. No new vendor relationships.

This is the framework, not a guarantee. The productivity number is industry-benchmarked from competitor case studies and academic studies, not Sparcle-measured outcomes. The breach and PII numbers are expected-value calculations from public-report inputs and conservative midpoints. Your scenario will differ. Ask for a tenant-specific calculator — plug in your seats, your LLM rates, your data-sensitivity profile, and fully-loaded labor cost. Categorical differentiators add architectural value that does not fit on a dollar line; cost is competitive at the Authorize tier (Bolt at Microsoft 365 Copilot's headline \$30/seat, plus full self-host).

Annual value created or avoided

Conservative midpoints · sourced from public reports

VALUE CREATED + AVOIDED	
Productivity acceleration	\$10,000,000
Industry benchmark 80–150 hrs/knowledge-worker/yr from cross-source enterprise AI. Conservative midpoint: 100 hrs × \$100/hr blended × 1,000 seats.	
Data-breach avoidance (expected value)	\$244,000
\$4.88M avg breach cost × 5% expected annual GenAI-incident probability. In-perimeter posture eliminates vendor-side surface.	
PII / NPI / PHI leak avoidance	\$500,000
Range \$250K–\$2M/yr by data sensitivity. ~5,000 PII tokens/worker/yr kept out of public LLMs. Midpoint shown.	
Audit-readiness cost avoidance	\$120,000
Cryptographic verifier reduces SOX / SEC / HHS evidence-gathering. ~800 staff hours × \$150/hr.	
Third-party-vendor-risk-review avoidance	\$50,000
Sparcle deploys in your perimeter — no new sub-processor. ~\$50K of CISO + procurement effort saved.	
Total annual value (conservative midpoints)	\$10,914,000

Value figures are expected-value estimates from public-report inputs and conservative midpoints, not Sparcle-measured customer outcomes. Your scenario will differ.

NET ANNUAL POSITION · ILLUSTRATIVE

Value created	\$10.91M
Customer total outlay	\$0.47M

~23x

value/outlay ratio in this scenario.
Range across conservative assumptions: ~18x to ~35x.

Plus — categorical differentiators not priced in this math

- Inside your perimeter.** Data never reaches Sparcle. No SaaS competitor can match at any price.
- BYO LLM, zero markup.** Use the model you already contracted. Competitors bundle inference at 30–60% markup.
- Standalone audit verifier.** Your auditor verifies our chain without our cooperation.
- No new sub-processors.** Your vendor-risk register does not grow.
- No lock-in across five layers.** Model, suite/ecosystem, protocol, deployment, agent.
- Source-code escrow.** Survives our shutdown; you are never stranded mid-contract.

- \$4.88M avg breach cost — IBM Cost of a Data Breach 2025
- 80–150 hrs/seat/yr productivity — Glean published cases (Confluent, Pinterest); McKinsey State of AI
- ~5,000 PII tokens/worker/yr — GenAI usage studies (LayerX, CSA)
- Sparcle pricing — sparcle.app/pricing (Bolt Authorize / Aeira Enhanced)
- Customer infra estimates — conservative midpoints; vary by topology + LLM choice