TEMPLATE

Unit economics worksheet

Starting points to adapt with your attorney and advisors, not finished legal documents.

Collected per patient $_____ less refunds $_____ = net collections $ _____.

Subtract clinical $_____, labs $_____, medication $_____, actual shipments $_____, payment fees $_____ and variable support $ _____.

Contribution before acquisition $_____ less acquisition cost $_____ = contribution after acquisition $_____.

Run separate columns for month one and a renewal. Convert annual fees, such as certification and insurance, into a provision for planning and track their actual cash due date separately.

From *Launching a Telemedicine Business* by David Goodrich. launchingtelehealth.com. General education, not legal, medical, tax, or financial advice.