

What's in it for the Big 4

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The Big 4 clinical lab automation manufacturer oligopoly, *Siemens, Roche, Abbott, and Danaher*, have a spectacular financial opportunity. They have the power to create ownership of **\$280 billion** in future cash flow for themselves in one day. The reason is that there is a way to have global clinical labs pay up to **\$1 trillion** in royalties to company TCRA that they own **28%** of. These royalties are assessed on the completely assured **\$8 trillion** in revenues that will come from lab tests run globally on T---+CRA patented automated clinical analyzers over the next 20 years. This cash flow is possible due to a remarkable confluence of circumstances that happens to exist in the rapidly expanding **\$293 billion** global clinical lab industry.

with the ILBOW

TCRA owns worldwide patents on a revolutionary new clinical lab automation system called *Dark Lab Automation, DLA*. The Big 4 above are uniquely able to monetize these patents and create enormous TCRA company value **instantly**, by announcing that they will adopt DLA and switch the world's clinical labs from their current TLA systems to DLA systems. The Big 4 will receive a royalty free license to manufacture DLA. They will be awarded **28%** of TCRA shares at no cost, **\$280 billion** in royalties. The Big 4 are completely unaware of this opportunity. **TCRA has a single goal: making the Big 4 aware.**

The key **assumption** of TCRA is that as soon as the Big 4 fully understand the TCRA deal structure and their own huge benefits, they will make their DLA announcements, accept what that entails make TCRA shares extremely valuable and thereby each immediately own **\$70 billion** in future royalty cash flow, PV **\$30 billion**. The **Big 4's** DLA intent and announcements will create on the same day up to **\$1 trillion** in future royalty cash flow over **20 years**. Post announcements, TCRA's company value will skyrocket to PV ~ **\$300 billion**, ironically becoming larger than any of the Big 4s' own market caps. Private equity firms will clamor to [ILBOW](#) TCRA.

How will each of BIG4 decide to make DLA announcements? Once the **underwriter firms** and **Rh Club** members make BIG 4 aware of their **opportunity and duty**, each BIG 4's corporate development executives will scrutinize the DLA deal in detail before deciding to make the DLA announcements. BIG 4 will make a formal study, reviewing and questioning every line item of the deal, every claim in the patents, each aspect of DLA technology, and every cell in the spreadsheets. They will analyze each facet of the marketing and sales program needed for DLA in large and small clinical labs. They will think deeply on how their longstanding loyal client clinical labs will want DLA, the breakthrough technology of the future. They will tackle head-on how clinical labs' cost savings will deal with uncomfortable expensive new royalties. **The product of this due diligence will be quite straightforward.** It will assure the Big 4 that they can introduce and sell the DLA line very profitably and also generate hundreds of billions of dollars of royalties for TCRA shareholders and thereby for themselves over the next 20 years.

What is the Big 4's opportunity? Each Big 4 company, granted **7%** of TCRA shares, will gain ownership of up to **\$70 billion** in future royalties, all EBIT, after their DLA announcements. **Big 4** CEOs will be highly incentivized to make the announcements because it is the only way all the Rh babies' lives can be saved. Also with their **28% position** in TCRA, the announcements will deliver them **next day** ownership of up to **\$280 billion** in future royalty cash flow. This massive new source of future profit for Big 4 will double their stock prices. Each Big 4 will sell enough TCRA shares right after the announcements to completely fund their DLA development and marketing and provide other working capital. They have enormous financial incentive to make the DLA announcements.

But there is a covenant: **50%** of TCRA shares, up to **\$500 billion** in royalty cash flow, will be directed to philanthropy, including WIRhE and other charities and public institutions.

TCRA shares are convertible to liquid PV at any time by TCRA shareholders. The Big 7 are fortunate that the early investors are happy to contribute **90%** of their shares to the ILBOW to ensure instant funding of WIRhE and other charities, forgoing much greater long-term gains.

The B7 can also take up shares in TCRA at the ILBOW that they will donate to charity once they make them valuable, donating billions of dollars to charity and public service for billion dollar tax deductions. Another existential incentive for the Big 4: if they continue with TLA, do not embrace DLA, competing DLA companies will eradicate their entire TLA market share.

Because they are a global oligopoly, **66%** of the world's clinical lab test volume is run in **Big 4** client clinical labs. Currently the Big 4 are the only source of TLA, *total lab automation*, in the world's clinical lab automation market. Big 4 enjoy absolute power to mandate switching the world's clinical labs from current TLA, to future TCRA patented *dark lab automation*, DLA. Their all-powerful position ensues from their oligopolistic status.

Big4 are the only companies that can save the Rh babies
WIRhE is funded in perpetuity.
50% of TCRA shares, \$500 billion royalties go to non profits
Big4 will receive a royalty free license to DLA IP
Big4 owns 28% of \$1 trillion royalty stream.
DLA development and introduction fully funded up front.
Big 4 will have a much-improved line of products to sell.
DLA will insure Big4 survival in clinical lab automation
Big 4's massive new source of ARR doubles their stock prices
Historic improvement in global clinical lab performance
Convenient and effective FDA regulation at last
Big 4 will face intense pressure to act from activist parties

DLA is no risk to Big 4's current business because they will develop DLA keeping their current TLA line in place. They will run large numbers of tests of all kinds in parallel, get FDA approval before putting DLAs on the market. Clinical labs will do the same, move tests onto DLA and only close down TLA when extensive parallel testing shows DLA is secure.

There is no engineering difficulty for the Big 4 building the much simpler DLA system. The Big 4 with their decades long experience in clinical lab automation, with their engineering resources can easily build DLA systems that will perform lab tests as a functional replica of the well proven current TLA. DLA will use the same analytic methods, the same reagents, the same cuvettes, the same pipettors, the same pipet tips, the same readers, the same fluids, and the same other supplies needed for analytic tests. What is different about DLA is that it is a much simpler patented method for moving items is used. DLA moves items precisely on multiple orthogonal computerized straight line Lazy Susans we call Team Conveyers instead of complex, expensive robotic arms. A simple, powerful, reliable, low cost, patented system, DLA can in seconds juxtapose any **one** out of **billions** of possible combinations of the three analytic items, reagent, sample, cuvette. The conveyers are moved precisely, by rack and pinions driven by software-controlled stepper motors. Not exactly new technology. The rack **and** pinion was used in China in the 16th century. A Lazy Susan was made for Benjamin Franklin's wife Susan, and the stepper motor was invented in 1918. But strong

US and international patents have been granted to TCRA covering their use for this special clinical lab purpose and on digital cooperation of multiple conveyers.

The Big 4 will each go ahead, independently from TCRA, to pursue profitable DLA clinical lab automation business interests. Each Big 4 will independently develop their own DLA. Each Big 4 will have a much-improved line of products to sell, simpler and much easier to service, yet they're still responsible for ensuring that royalties flow back to TCRA. Big 4 investment in DLA development is only time and energy, as all DLA development costs will be fully funded up front by selling a small percentage of their TCRA shares in burgeoning private equity asset markets after the DLA announcements. As Big 4 DLAs compete for market share, they will enter a wonderful new era for the global clinical lab industry. Clinical labs can look forward to much improved operations with DLA. The Big 4 will cause a historic improvement in clinical lab performance. However, Big 4 will not make any more money from automation than they do now. Their motivation is the huge financial reward from creating the royalties and saving the Rh babies and millions of other babies.

Big 4 can't afford to miss out on an extraordinarily profitable business and public service opportunity, **\$280 billion** future free cash flow, *infinite ROI*. But most of all, Big 4 CEOs can take **full credit personally** for saving the lives of **140,000** Rh Babies in each year of the future.

The Big 4 will publicly frame the DLA announcements as a mission-critical event to fund WIRhE. The financial press is told that immediate value comes from the prospect of huge future cash flow, not operations. Cooperating with top PE firms and top banks, the Big 4 will trumpet their status and their power to enforce DLA adoption and royalty collection. The huge TCRA company valuation will become instantly credible with investors on this basis. Making the announcements will then be seen as a very sound business decision for the Big 4.

The Big 4 will face considerable pressure from interested parties to move ahead. Rh Club members anxious to save the babies will swarm the executives and board members of the Big 4, informing them of the details of the deal and pressing them to act. The U3 underwriter firms will have LPs ready to pay **\$5 billion** for a small percentage of the Big 4's TCRA shares if they make their DLA announcements. More than one activist investor interested in seeing Big 4 stock prices double will influence B4 boards to act. WIRhE will remind them of their duty as the only ones that can save the Rh babies. GAVI and UNICEF, funded with billions of dollars, will add to the chorus.

The one and only thing we founder TCRA shareholders have to do is somehow get this **extraordinary once in a lifetime opportunity** into the minds of the executives and board members of the Big 4, making them aware of their huge financial opportunity and deep civic duty. A Wall Street Journal story may be the best way to make Big 4 aware of their extraordinary business opportunity and their unique duty.

Key Highlights

- Single communication event ties up all actors and capital in one coordinated move
- Instant **\$300B** TCRA valuation based on royalty projections discounted at **7%**
- Infinite leverage based on zero equity investment by any party
- Infinite ROI for all players even the limited partner first money investors
- Assured WIRhE funding and **\$500 billion** long-term philanthropic impact
- **140,000** Rh babies' lives will be saved annually in perpetuity

- The Big 4 will face considerable pressure from activist parties to move ahead.
- ILBOW can be completed in two months

What's in it for the U3 Underwriter firms

What can three top financial firms, U3, bring to the ILBOW?

Three top financial firms, *Morgan Stanley, Blackstone and Andreessen Horowitz* will be invited to act as underwriters for the ILBOW. Their most important contribution will be to encourage and help B4 pursue the royalties and create liquidity for sales of TCRA shares post-DLA announcements and over 20 years. The U3 firms will see to it that B4 companies see to it that global clinical labs pay **\$1 trillion** in royalties to TCRA shareholders over the next 20 years.

Post- announcements Investor Round 1: U3 will immediately raise **\$10 billion** from investors at a **\$150 billion** TCRA company value from **first money investors**, who buy enough TCRA shares from WIRhE to fund its **\$10 billion** endowment.

Post- announcements Investor Round 2:

U3 will at the same time raise **\$25 billion** from investors at a **\$300 billion** TCRA company from next investors. **First money investors** will sell half the TCRA shares they just bought, raising **\$10 billion** to achieve infinite leverage. Other TCRA shareholders including nonprofits will sell enough shares to immediately raise **\$15 billion** between them.

Later Shareholder Sales:

U3 firms will find investors to maintain TCRA share liquidity over the term of the royalties.

TCRA is a patent-holding startup with a relatively low market cap. However, the U3 firms will lead the ILBOW to grow TCRA company valuation immediately to **\$300 billion** PV in one day.

These three U3 firms have been chosen to act as the ILBOW underwriters because they are very top high finance firms. Their high financial status will ensure the best price for TCRA shares. They will be interested in the ILBOW because the fees they receive, **\$70 billion** in future liquid cash flow will be 1000x the highest fees they have ever received in any other deal.

The U3 firms have the necessary access to the B4 companies to make sure that the B4 become fully aware of their great opportunity and humanitarian duty. They can make sure Big 4 make the DLA announcements. Then the TCRA deal will flow on its own.

In the spirit of the ILBOW it's only fair that the **first investors** enjoy infinite leverage like all the other parties. In Round 1 they will be allowed to invest **\$10 billion** buying TCRA shares from WIRhE at **50%** discount from the market price established by U3 after gauging investor interest. U3 will arrange for the first investors to sell half of their purchased shares at full **\$300 billion** market price for **\$10 billion** to fully regain their investment.