

LOOKING GLASS

Platform Features, Flexibilities & Competitive Differentiation

Three focused views for executive and investor discussions

Clarity. Decisions. Growth.

Looking Glass Platform Features Across Tiers

	Tier 0 / 0+ AI Comfort → Tool Adoption	Tier I Departmental Onboarding	Tier II Departmental Scaling	Tier III Enterprise Integration	Tier IV Enterprise Automation
AI Access & Training		Basic → Expanded + Help Desk	Expanded Training	Full Training	Full Training
Data Scope		Public / Single-Silo Views	Intra-Hub (1–2)	Intra-Hub Swarms	Inter + Intra Hub
AI Capability		Doc Analysis → Expanded Views	Dashboards	Forecasting & Predictive	Cross-Hub Analytics
Migration & Support		Self-serve (both stages)	LG-Managed	LG-Managed + Workflows	LG-Managed
Decision Support		Guided → Expanded Comfort	Visibility	AI-Driven (with intervention)	Enhanced Quality & Speed

Cumulative Tier Benefits – What Each Level Adds

Tier 0 / 0+ AI Comfort → Tool Adoption	Tier I Departmental Onboarding	Tier II Departmental Scaling	Tier III Enterprise Integration	Tier IV Enterprise Automation
• Safe first access (0) + unlimited users (0+) • Virtual training + manned help desk • Doc analysis → expanded + custom views • Public / single-silo → broader static views	• Unlimited users & hubs • Intra-hub orientation • Expanded dashboards • LG-managed data migration	• Intra-Hub AI swarms • Forecasting & predictive • User-created workflows • AI-driven decisions (gated)	• Inter- & Intra-Hub swarms • Limited enterprise queries • Cross-hub visibility • Enhanced decision quality	• Full Enterprise-Wide swarms • Complete global queries • Automated decisioning • Maximum leadership visibility

Unique Subscriber Flexibilities

Permissions-Based Access

Not seat-based. Subscriber assigns internal permissions. Pricing is not impacted by the number of users granted access within a tier.

Start Anywhere, Migrate Up

Begin at the tier that matches current pains. Cumulative benefits mean every higher tier builds on prior capabilities without restarting.

Modular Add-Ons

Hubs, user support fees, custom dashboards, workflows, and data vault options are modular. Pay only for what is needed.

Selective Scope Control

Only implement for the pains and hubs the customer marks as important via the Point of Pain Scoreboard. No forced breadth.

Annual Commitment Discount

~20% discount for annual commitment versus monthly. Predictable cash flow for both subscriber and Looking Glass.

Managed Services Included

LG handles data migration, integration, onboarding, training, and provides manned + virtual help desk — reducing internal burden.

Looking Glass vs Competitive Alternatives

Attribute	Looking Glass	Typical Alternatives
Starting Approach	Pain-driven (Scoreboard)	Feature- or seat-driven
Pace of Adoption	Paced, progressive tiers	Big-bang or linear per-user
Focus	Operations pains + ROI	General productivity / copilots
Scope Control	Selective (only marked pains)	Broad or all-or-nothing
Pricing Model	Permissions + modular add-ons	Per-seat or workspace-based
Support Model	LG-managed migration & help desk	Self-serve or limited support
Data Architecture	Progressive data hubs	Generic or single-agent focus

Why Looking Glass Wins for Lean SMBs

Paced

Progressive Migration

Start where the pain is most acute. Move up only when ready. Cumulative benefits protect investment and reduce risk of over-commitment.

Pain-Driven

Operations Focus

Point of Pain Scoreboard puts the customer in control. Only address issues the customer ranks and marks as important. No feature push.

ROI-Focused

Measurable Outcomes

Clear modeling of payback (often 5–8 months) and first-year returns (350–600%+ on Tier II starts). Value is tied directly to prioritized pains.

Looking Glass delivers a paced, pain-driven,
and ROI-focused path to AI adoption
that lean SMBs can actually control and measure.

Clarity. Decisions. Growth.

Looking Glass AI PaaS