

REAL CHEMISTRY / INTERNAL DISCUSSION

Inflection Radar

Executive decision brief for an eight-week emerging neuropsychiatry opportunity-intelligence pilot

Prepared for	Prepared by	Version
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The public evidence establishes what Real Chemistry already demonstrates. It does not resolve what only Real Chemistry can know. Pilot 1 is designed around that boundary.

The decision on the table

Approve the scope and minimal inputs for Pilot 1. No production integration, internal data, CRM connection, licensed Real Chemistry database, or ANATOMI build is required.

DECISION REQUESTED

Proceed with a 50–75-company public-source research universe and a 12–15-account human-reviewed priority portfolio.

What approval does not include

- A production AI product or autonomous target-selection system.
- Use of client-confidential, patient-level, licensed-restricted, or internal Real Chemistry data.
- ANATOMI, CRM, or production engineering integration.
- A claim that Real Chemistry lacks AI, analytics, intelligence, monitoring, or growth capability.

The precise candidate white space

Real Chemistry publicly demonstrates nearly all technical and analytical ingredients. What is not publicly demonstrated is a unified, owned growth workflow that organizes early external company evidence around prospective-account decisions.

Will's diligence questions: direct answers

Question	Answer
AI model	A governed model-task portfolio, not one model for every task. AI may assist bounded extraction, comparison, classification, contradiction detection, and draft synthesis. Humans retain consequential authority.
Assumptions	Every material assumption is registered and labeled evidence-supported, methodological, provisional, or internal-calibration-required.
Sources and permissions	Pilot 1 defaults to official, first-party, public-domain, and properly permitted sources. Rights and restrictions travel with every record and derived output.
Compliance	Company-level research; no PHI. Restricted sources are excluded by default. Human gates, audit records, and escalation pathways preserve healthcare, privacy, security, and AI-governance boundaries.
Reliability and limits	Facts, findings, inferences, and hypotheses remain distinct. Public evidence can support review priority; it cannot establish clients, conflicts, relationships, economics, capacity, or pursuit history.

What Pilot 1 produces

Scale	Outputs	Boundary
8 weeks	Company universe; 12–15 priority dossiers; external opportunity score; rejected/deferred list; recommendation.	No production integration.
50–75 companies	Source-permission, assumption, evidence, and model-task registers.	No internal or client-confidential data.
Human-reviewed portfolio	Advance, monitor, defer, exclude, redirect, or insufficient-evidence dispositions.	No automated pursuit decision.

EXTERNAL QUESTION

Which companies appear externally attractive for Real Chemistry review?

INTERNAL QUESTION

Which externally attractive companies are plausible internal pursuits?

Three-stage progression

Stage	RN builds	Real Chemistry contributes	Decision
Discover / Pilot 1	Universe, ontology, evidence architecture, external score, dossiers, registers.	Scope, geography, stage, reader, public priorities, success standard.	Which companies warrant review?
Qualify / conditional	Internal viability layer and calibrated review workflow.	Clients, pursuits, conflicts, ownership, thresholds, economics, judgment.	Which are plausible pursuits?
Institutionalize / conditional	Monitoring, queues, outcome capture, recalibration design.	Approved systems, CRM, data feeds, ownership decisions.	Should this become persistent?

Eight-week cadence

1	2	3	4	5	6	7	8
Scope	Taxonomy	Universe	Verify	Score	Dossiers	Portfolio	Handoff

Safeguards and evaluation

- Five human gates: source approval, record validation, analytical approval, account review, and distribution approval.
- Four evidence tiers: verified fact, corroborated finding, analytical inference, and hypothesis or early signal.
- Score sensitivity, missing-data review, contradiction review, staleness checks, baseline comparison, and false-positive analysis.
- Success means a defensible and useful internal review portfolio—not a promise that every ranked company becomes an account.

What RN needs from Will now

Input	Why it matters
Scope	Defines the therapeutic and company universe.
Intended reader	Determines depth, language, and format.
Public service priorities	Constrains capability mapping without relying on internal data.
Success standard	Defines what a useful portfolio must enable.

DECISION

Approve Discover/Pilot 1 first. Reserve internal calibration, ANATOMI, CRM, licensed-source enrichment, and production integration for a later decision.