

# ScribeOne

*AI scribe focused on ONE profession — pick immigration law, veterinary practice, or land surveying. One workflow, one document type, done perfectly. The mile-deep complement to VerticalScribe's inch-wide breadth.*

<b>Category</b>	Set 4 · 12-mo Cash
<b>Customer</b>	Solo practitioners and small partnerships in ONE chosen profession (recommendation: US immigration lawyers)
<b>Monetisation</b>	\$179/mo per seat · \$1,799/year annual (15% discount) · firm tier \$129/seat at 5+ seats
<b>Build effort</b>	Med
<b>Plan version</b>	v1.0 — 2026-05

## Executive Summary

ScribeOne is the single-vertical, founder-shippable cousin of VerticalScribe (Plan 24). Where VerticalScribe is a 4-vertical multi-product strategy requiring meaningful capital, ScribeOne is the small-team execution: pick the single highest-value profession, build the deepest possible product for that profession alone, ship in 8-10 weeks, reach \$50k MRR in 12 months.

Recommended vertical: US immigration lawyers. Why: highest seat-ARPU economics (\$179/seat/month easily justified by 1 hour/week saved at \$300+ billable rate), tight community accessible via AILA (American Immigration Lawyers Association — 15,000 members), clear deliverable (asylum declarations, visa applications, court briefs), no entrenched competitor in this exact niche. The product takes the lawyer's recorded client interview + supporting documents, produces a structured first-draft asylum declaration in the format USCIS reviewers expect, with chronological narrative, named-actor structure, evidence-linked claims.

Year-1 target: 280 paying seats by month 12, generating **■4** crore annual revenue against **■95** lakh costs. This is a founder-and-three-engineers business that can be cash-positive by month 5 and meaningfully profitable by month 9. The wedge against horizontal AI tools (ChatGPT, Claude) is the format depth and USCIS-convention awareness; the wedge against multi-vertical players (VerticalScribe, the medical-scribe incumbents expanding adjacently) is single-vertical focus and faster iteration.

## The Problem

US immigration lawyers are the highest-documentation-burden professional category outside of medicine. A typical immigration practice handles 8-25 active cases at any time, each requiring 12-40 hours of declaration drafting, evidence-mapping, and client-narrative work. Asylum cases in particular involve writing 15-30 page client declarations capturing complex persecution narratives — chronological, named-actor, evidence-linked, in a register that survives USCIS scrutiny.

The current workflow is largely manual. The lawyer interviews the client for 2-4 hours; the lawyer (or a junior associate) writes the declaration over 8-20 hours; the client reviews and corrects; the lawyer rewrites; the case proceeds. This documentation-and-rewriting cycle dominates the immigration lawyer's working hours. AILA member-survey data suggests 50-65% of working hours are documentation, leaving only 35-50% for billable client interaction and case strategy.

Horizontal AI tools (ChatGPT, Claude) can produce a generic first draft from a recorded interview but miss the USCIS-specific conventions — the chronological-with-temporal-anchors format, the named-actor specificity USCIS reviewers expect, the credibility-preserving register (avoiding language that triggers credibility-attack patterns from immigration courts). The lawyer ends up spending nearly as much time editing the AI draft into proper form as they would have spent writing it from scratch.

Existing AI-scribe products are general-purpose (Otter, Fireflies — meeting transcription with weak post-processing) or medical-specific (Abridge, Suki, Heidi, Freed — none address legal documentation conventions). The market gap is a focused product built specifically for the documentation patterns of immigration practice.

## The Solution

ScribeOne is a focused product for US immigration lawyers. Core workflow: lawyer records client interview (in-person, video call, or phone) via web app or mobile app, optionally uploads supporting documents (prior I-589, evidence exhibits, country-conditions reports). AI processes the recording + documents in 90-180 seconds and produces a structured first-draft declaration in the USCIS-convention format: chronological narrative with temporal anchors, named-actor specificity, evidence-linked claims, credibility-preserving register.

The lawyer reviews the draft in a clean editor with side-by-side recording playback (click any sentence to hear the corresponding interview moment), edits with one-click 'rewrite this paragraph' suggestions, finalises, exports as Word or PDF. Total workflow time for an asylum declaration: 90 minutes to 3 hours vs. 8-20 hours manual — a 75-85% time savings.

Three structural differences from horizontal AI tools and from medical-scribe incumbents define the wedge. First, USCIS-convention depth: the output is in the exact format USCIS reviewers expect, with chronological-temporal-anchor structure, named-actor specificity, and credibility-preserving language baked in. Second, integration with immigration practice management: integrates with Clio + LollyLaw (the two dominant practice-management systems for immigration practice) so the declaration flows directly into the case file. Third, evidence-mapping: the AI links each claim in the declaration to a specific evidence exhibit, producing a cross-referenced document USCIS reviewers find easier to work with (and faster approval).

Pricing is \$179/month per seat (vs. \$300+/hour billable rate, recovery is immediate). Annual prepay at \$1,799/year (15% discount). Firm tier at \$129/seat for firms with 5+ seats. Free 14-day trial with full functionality.

## Market Opportunity

US immigration lawyers: approximately 15,000 active practitioners, with concentration in CA, TX, NY, FL, NJ (immigrant-heavy states). Solo and small-firm dominated — average firm size 2-4 attorneys. AILA membership covers ~85% of active practitioners.

At \$1,800/year average ARPU (across \$179/month solo and \$129/seat firm tiers), the addressable market is \$25-27 million. Realistic 4-year capture target: 18-25% of total addressable seats = 2,700-3,750 paying seats = \$4.9-6.8M ARR.

Year-2 expansion options. Option A: stay deeply focused on immigration law, expanding to UK immigration (Home Office), Canadian immigration (IRCC), Australian immigration (DHA) — same product structure, different conventions. Option B: extend to adjacent legal specialties (family law, criminal defence, civil-rights litigation) — broader market but more complex product. Option C: cross-sell to immigration-adjacent professionals (immigration consultants, EB-5 advisers).

Comparison: the four-vertical VerticalScribe targets \$35M revenue in year 1 across 4 verticals with greater team size and capital. ScribeOne targets **■4 crore** in year 1 in just immigration law with one founder + 3-4 engineers. Different bet shape.

## Target Customer

Primary persona: a 44-year-old solo immigration lawyer in Houston with a 1-attorney practice and 1 paralegal. Handles 18 active cases at any time, mix of asylum + family-based visa + employment-based. Spends 55% of hours on declaration drafting and evidence work. Bills \$295/hour for the 45% client-facing time. Will pay \$179/month for ScribeOne without negotiation; recovery within first week.

Secondary persona: a 38-year-old immigration lawyer at a 4-attorney boutique firm in Los Angeles, specialised in asylum work. Firm handles 80-120 active cases. Will adopt firm tier at \$129 × 4 seats = \$516/month for the practice. Returns on investment within first month based on associate-time recovered.

Tertiary persona: a 56-year-old immigration lawyer running a part-time practice (semi-retired). Handles 6-10 cases at any time. Will pay solo tier \$179/month for the productivity multiplier that lets her keep practising at lower personal-hour commitment.

## Product

Recording capture: web app + iOS/Android mobile app for in-person and phone interview recording; browser extension for video-call recording (Zoom, Google Meet, Microsoft Teams).

Document upload: PDF / DOC / image upload for supporting documents (prior I-589, evidence exhibits, country-conditions reports, identity documents). AI extracts and indexes for evidence-linking.

Declaration generator: structured AI workflow producing USCIS-convention first draft — chronological narrative with explicit temporal anchors, named-actor specificity (each persecution event has a named perpetrator and named witness where available), evidence-linked claims (each substantive claim cross-referenced to specific evidence exhibit), credibility-preserving register.

Editor: clean web-based editor with side-by-side recording playback, one-click 'rewrite this paragraph' AI suggestions, one-click 'expand on this evidence' suggestions, version history, comment threads for partner / associate review.

Practice management integration: Clio integration (export declaration to case file, sync case metadata), LollyLaw integration (same), Outlook/Gmail integration for emailing draft to client for review.

Document-finalization workflow: client e-signature on declaration (DocuSign integration), final PDF export with embedded evidence exhibits, archive for case-file retention.

Templates library: asylum, withholding of removal, CAT (Convention Against Torture), family-based I-130, employment-based I-140, U-visa, T-visa, VAWA — each with structural conventions specific to the case type.

## Technical Architecture

Frontend: Next.js 14 + Tailwind web app; React Native mobile app for iOS + Android.

Backend: Python FastAPI on Hetzner cloud (single box scales to ~1,500 active seats).

Transcription: Faster-Whisper running on Hetzner GPU box (■18k/month) for English transcription; OpenAI Whisper API as fallback for non-English client interviews (asylum applicants often speak Spanish, Mandarin, Tagalog, Tigrinya, Pashto, Arabic — Whisper handles all with reasonable accuracy).

Declaration generation: GPT-4o with fine-tuned prompts and USCIS-convention templates. Per-declaration generation cost ~\$0.30. Claude Opus as fallback for the trickiest narrative work.

Evidence linking: custom retrieval-augmented workflow connecting claim sentences to evidence exhibits, with similarity scoring and human-confirmation UI.

Document export: docx generation via python-docx, PDF via WeasyPrint with USCIS-format styling.

Practice management integrations: Clio API + LollyLaw API integration. ~4 weeks engineering work each.

Compliance: SOC2 Type II from year 1 (table-stakes for legal-vertical sale), attorney-client privilege preservation (data residency in US, no third-party data sharing, encryption at rest and in transit), HIPAA-style controls applied to client medical / persecution records.

## Business Model & Unit Economics

Three pricing structures. Solo (\$179/month or \$1,799/year annual prepay): single attorney, unlimited declarations, full feature set. Firm (\$129/seat/month at 5+ seats, \$1,299/seat/year annual): multi-attorney firms with shared workspace, supervisor review queues. Free trial: 14 days with full functionality.

Conversion economics: free trial converts to paid at 32% (high because the value proposition is immediately demonstrable on the first real declaration). Distribution: 70% Solo, 30% Firm tier. Monthly churn target under 2% (high stickiness — switching cost is real once the lawyer's workflow incorporates the tool).

Gross margin: 81% blended. Major cost lines: transcription (~\$8/seat/month at typical usage), LLM generation (~\$12/seat/month), infrastructure (~\$3/seat/month).

Customer LTV per seat: \$1,800/year × 3.2-year average lifetime = \$5,760 LTV. CAC target: \$400. LTV/CAC: 14.4.

### Unit Economics (Year-1 base case)

<b>Year-1 paying seats (target)</b>	280
<b>Blended ARPU</b>	\$1,720/year
<b>Year-1 revenue</b>	\$482,000 (~₹4 crore)
<b>Gross margin</b>	81%
<b>Customer acquisition cost (CAC)</b>	\$400
<b>Payback period</b>	2.8 months
<b>Year-1 all-in costs</b>	~₹95 lakh (1 founder + 3 engineers + sales + AI/infra)
<b>Year-1 net contribution</b>	~₹2.4 crore

## Go-to-Market

Channel 1 — AILA member outreach + partnership (45%): AILA has 15,000 members; sponsorship of AILA Annual Conference + chapter events + AILA Today newsletter + AILA Practice Pointer publications. Direct member-acquisition channel for the specific target audience.

Channel 2 — Content + SEO (25%): publish substantive content on immigration-declaration craft (asylum-narrative best practices, evidence-mapping techniques, USCIS-credibility considerations). Strong topical authority within immigration-lawyer community.

Channel 3 — Practice-management vendor partnerships (15%): partnerships with Clio + LollyLaw for integration showcases and joint webinars.

Channel 4 — Lawyer-referral programme (15%): 2 months free for each successful referral. Immigration lawyers cluster geographically and professionally; referral works.

### Roadmap (first 12 months)

- Month 1-2: MVP build — recording capture, transcription, declaration generation for asylum and I-589, basic editor, free-trial flow. Launch with first 20 beta lawyers from existing AILA network.
- Month 3-4: USCIS-convention refinement based on beta feedback, Clio integration, evidence-mapping feature, 40 paying seats by end of month 4.
- Month 5-7: I-130 + I-140 + U-visa templates added, LollyLaw integration, AILA conference sponsorship + booth presence, 120 paying seats.

- Month 8-10: Firm tier launched with multi-attorney workspace, mobile app v1, 200 paying seats.
- Month 11-12: 280 paying seats, ■4 crore annualised revenue, foundation for UK / Canada expansion in year 2.

## Key Risks

- VerticalScribe (Plan 24) or medical-scribe incumbents (Abridge, Suki) expanding into immigration law — possible but 12-24 month threat at best; mitigated by speed-to-market (we ship in 8-10 weeks), by USCIS-convention depth that takes months of expert partnership to build, by AILA-channel lock-in.
- Horizontal AI tools (ChatGPT, Claude) improving to match vertical-specific output — partial threat; mitigated by integration depth with Clio + LollyLaw (chat interfaces cannot easily integrate), by workflow advantage (recording → draft → review in one product vs. multiple tool stitching), by lawyer-specific compliance posture.
- Attorney-client privilege concerns: lawyers may be cautious about cloud AI processing of privileged client interviews — mitigated by clear privilege-preservation architecture (US data residency, no third-party data sharing, no model training on customer data), by SOC2 + similar certifications, by published privilege-protection documentation.
- USCIS policy or process changes affecting declaration conventions — USCIS adjudication standards evolve periodically; templates must keep current — mitigated by ongoing immigration-attorney advisor relationship (a senior practising AILA member retained as advisor), by quarterly template-update cadence.
- Single-vertical concentration risk: if immigration-law market dynamics shift dramatically (immigration policy changes, asylum-system reform), customer base impacted — mitigated by year-2 international expansion (UK / Canada / Australia immigration) and by accepting that single-vertical focus is itself the strategic choice.