



FUTURE
MOTOR LEASE

PRICING AND COMMERCIAL GUIDE | 17 JULY 2026

A response system your team can own.

The complete non-interactive reference for pricing, commercial layers, optional modules, AI architecture, ownership choices, launch boundaries and terms. Use the online estimator to explore combinations; ORBITxi will issue the final manual recommendation.

PREPARED FOR

Troy and the Future Motor Lease team

ORBITxi x FUTURE MOTOR LEASE / OPERATING PROPOSAL



Start with immediate response. Make voice the next earned step.

This guide is the static pricing and commercial source for the proposal. The interactive estimator is the better tool for exploring combinations, while this document records the available rates, boundaries and terms as they stand.

ORBITxi RECOMMENDATION	RECOMMENDED LAUNCH
Response Foundation + WhatsApp + Full AI Suite	FROM R24,405
Ninety-day DFY Managed Launch. Variable channel usage and VAT, if applicable, remain separate.	First 3 months before variable usage

ORBITxi funds the first thirty days of the Full AI Suite when the agreement is signed by 31 July 2026. The interactive estimate remains indicative until ORBITxi reviews scope, access and data dependencies.

Decision	Recommendation	Why
CRM posture	Parallel pilot	Keep HubSpot in place while the new response journey proves itself.
Voice posture	Controlled expansion	Price the option now and activate traffic after scripts, QA and handoff rules pass.
Ownership posture	Operating asset	After ninety days, select platform-only, supported or managed continuation.

What this proposal deliberately separates

- Implementation work from ongoing platform access.
- Managed optimisation from actual third-party consumption.
- The first response journey from voice, migration and broader systems overhaul.
- Implementation deliverables from outcomes that no provider can guarantee.

Growth is exposing the response gap.

More lead volume entering a slow or inconsistent follow-up process creates a larger backlog, not a stronger sales engine.

20-40	~100	300+
Weekday enquiries	Weekend enquiries	Reported fleet
Reported daily volume needing consistent response and routing.	A concentrated after-hours backlog before the team returns.	Vehicle and pricing answers need an approved source of truth.

One operating journey

	Stage	Operating outcome
01	Capture	Website, WhatsApp, Meta and missed-call enquiries enter one visible pipeline.
02	Respond	The assistant acknowledges intent immediately and asks one useful question at a time.
03	Qualify	Published criteria, vehicle interest, budget and preferred next step are captured safely.
04	Hand over	The right advisor receives the lead, a concise summary and a clear next action.
05	Measure	Response, engagement, handoff and conversion signals reveal what to improve next.

Human-only decisions

Approval, decline, affordability, final pricing, vehicle availability, contracts, sensitive documents and liability remain with authorised Future Motor Lease team members.

A bounded launch scope. Enough to work, small enough to control.

Clear limits protect both teams. Anything beyond this foundation becomes an approved expansion module rather than an informal addition.

Included component	Bounded implementation
One ORBITxi operating workspace	Core fields, permissions, source tracking and one primary rent-to-buy pipeline.
One Conversation AI agent	WhatsApp and website response using approved knowledge and human-only rules.
Connected lead capture	Website chat plus WhatsApp and Meta connections where account access permits.
Up to five launch workflows	Qualification, callback, assignment, missed-call recovery and no-response follow-up.
One callback calendar	Controlled booking with internal summaries and takeover conditions.
One performance view	Basic source, response, engagement, handoff and opportunity-stage reporting.
Safety and governance	Opt-out handling, sensitive-data restrictions, AI pause rules and escalation.
Ninety-day managed launch	Monitoring, review, refinement, team feedback and monthly reporting.

NOT INCLUDED

Voice AI, full HubSpot migration, historical reactivation, custom inventory integration, billing automation, document systems, custom APIs, advanced dashboards and new departmental pipelines.

Definition of done

Launch condition	What must be true
Channels connected	Approved website and WhatsApp entry points create visible contacts and opportunities.
Knowledge approved	Criteria, process answers and operating boundaries are reviewed by Future Motor Lease.
Handoffs tested	Qualification, assignment, callback and escalation work with realistic test enquiries.
Safety checked	Opt-out, sensitive-data, failure, after-hours and human-decision rules pass QA.
Reporting visible	Response, engagement, handoff and pipeline signals are visible to the named owners.
Team prepared	The people taking over conversations know what arrives, where it appears and what happens next.

Clear ownership before the launch clock starts.

A controlled launch is a shared operating change. Each team has a defined job, and the decisions that affect customer treatment are approved together.

Responsibility	Included accountability
ORBITxi owns	Journey design and configuration. Build, testing and launch QA. Ninety-day review and optimisation.
Future Motor Lease provides	Account access and named owners. Accurate rules, policies and knowledge. Timely feedback and operating decisions.
Approved together	Qualification and handoff rules. Scripts, boundaries and launch traffic. Expansion, migration and campaigns.

Readiness inputs

- Confirmed WhatsApp Business number and Meta asset ownership.
- Current phone setup and transfer requirements.
- Access to or export from HubSpot for parallel-pilot mapping.
- Approved inventory, price and availability source.
- Named owners for sales, applications, support, knowledge and privacy decisions.
- A 60 to 90 minute operating-journey mapping session.

WHAT THE CONTROLLED LAUNCH AVOIDS

Premature full migration, uncontrolled historical outreach, automated approval decisions and variable spend without clear cost layers.

Recommended launch

The smallest complete operating system for immediate new-lead response across WhatsApp and web, with one primary CRM journey, Full AI Suite and ninety days of DFY managed optimisation.

FIRST THREE MONTHS

**FROM
R24,405**

Before variable channel usage and VAT, if applicable

Includes ORBITxi-funded 30-day Full AI credit

Commercial component	Investment	Purpose
Response Foundation	R6,490	Workspace, response agent, pipeline, handoff, calendar, QA and controlled launch.
WhatsApp Integration	R1,490	Approved channel connection, routing and reporting configuration.
Managed launch	R2,490 x 3	Monitoring, refinement, reporting and bounded optimisation.
Platform subscription	R850 x 3	Workspace, configured assets and platform continuity.
Full AI Suite	R2,490 x 3	Predictable AI licence, subject to fair-use protections.
WhatsApp subscription	R475 x 3	ORBITxi-managed WhatsApp integration subscription.
Full AI Suite trial credit	-R2,490	First thirty days funded by ORBITxi when signed by 31 July 2026.

Five commercial layers

Implementation builds the asset. Managed launch owns performance. Platform access keeps the configured workspace available. The AI licence funds the selected ORBITxi consumption model. Channel subscriptions and variable carrier usage remain visible rather than being hidden inside an unlimited promise.

Variable costs kept separate

Paid WhatsApp templates, call carrier minutes and dedicated voice-agent numbers are estimated from actual activity. South African voice numbers currently model at USD 1.50-4 per number per month before the stated exchange-rate and administration assumptions. Specialised custom-agent usage may also remain variable.

Build from modular operating blocks.

This non-interactive catalogue records every currently offered implementation module and AI architecture in this proposal. The online estimator shows how selected combinations affect discounts and totals without turning the estimate into an automatic quotation.

Optional operating block	Commercial starting point	Boundary
WhatsApp Integration	R1,490 + R475 / month	Paid template usage remains variable.
Missed-call Recovery	R1,500	Captures intent and creates a visible callback action.
Consent and Data Readiness	R2,500	Required before outbound voice or historical reactivation.
Inbound Voice AI	R4,950	One controlled inbound journey; carrier and number charges separate.
Outbound Voice Pilot	R6,500	One bounded outbound use case with stop rules and human escalation.
Voice Pair Bundle	R9,950 combined setup	Inbound and outbound together; saves R1,500 versus separate setup.
Lead Reactivation Pilot	R4,500	One approved historical segment with suppression and opt-out controls.
Vehicle Knowledge Layer	R3,500	Custom live inventory APIs are separately estimated.
Application Reminder Journey	R2,250	One controlled incomplete-application or callback reminder sequence.
Management Dashboard	R3,500	Focused response, qualification and handoff reporting.
HubSpot Migration Assessment	R4,500	Migration build is estimated after the assessment.

Bundle discount guardrail

Eligible implementation additions receive 5% at two to three modules, 8% at four to five and a maximum 10% at six or more. When inbound and outbound voice are selected together, a dedicated R1,500 Voice Pair Bundle credit applies and replaces the percentage tier discount on those two voice modules. The percentage tier still applies to other eligible modules. The foundation, assessments, subscriptions, AI licensing, management, WhatsApp, numbers and variable usage are never discounted.

AI architecture choices

AI model	ORBITxi supplied rate	Commercial position
AI Pay As You Go	Variable	Model-token and voice-processing usage. Best for testing or genuinely light volume.
Growth AI Suite	R1,290 / month	1,000 Conversation AI responses and 100 combined Voice AI minutes; overages are usage based.
Full AI Suite	R2,490 / month	Conversation and inbound/outbound/widget Voice AI included subject to fair use. Recommended for FML.

Keep the system. Choose the ownership level.

Future Motor Lease can reduce ongoing cost without losing the operating asset that has been implemented.

Service level	Service fee	Included	Boundary
DIY - Operate	R0 service fee	Client operates the approved system. Platform and selected AI licence continue separately.	No proactive support, reporting, optimisation or new builds.
DWY - Supported	R1,990 / month	Monthly check, limited support, minor corrections and one small configuration request.	Larger changes and new journeys are separately scoped.
DFY - Managed	R2,490 / month	Conversation review, agent and workflow tuning, reporting and bounded optimisation allowance.	Major new systems require an approved work packet.

All continuation levels also require R850 monthly platform access, the selected AI licence, selected channel subscriptions and applicable variable usage.

Additional work packets

Request type	Commercial starting point
Support and configuration	R750-R1,250 / hour
Small workflow packet	From R1,500
New agent journey	From R3,500
New integration	Estimate after assessment

Future expansion modules

- Inbound and outbound Voice AI.
- Historical lead reactivation.
- Document and application reminders.
- Billing and failed-payment communication.
- Vehicle inventory integration.
- Email, SMS and WhatsApp nurture.
- Referral-partner workflows.
- Management and advisor dashboards.

Target a controlled launch in two weeks or less. Use ninety days to stabilise the asset.

The launch clock begins after required access, decisions, approved knowledge and data dependencies are ready. Complex integrations, remediation or migration extend the estimate.

Timing	Phase	Output
Readiness gate	Approve and align	Commercial acceptance, owner nomination, access, approved rules, knowledge and data dependencies.
Days 1-3	Map the operating journey	Sources, ownership, knowledge, handoffs, permissions and success measures.
Days 4-7	Build and connect	Workspace, pipeline, agent, lead capture, calendar and internal routing.
Days 8-10	Test and launch	Safety, opt-out, failure, handoff and reporting QA before controlled traffic.
Days 11-90	Manage and optimise	Review real conversations, fix friction and establish continuation evidence.

Measurement baseline

The first month is used to establish reliable operating data. ORBITxi will report what can be measured from the agreed system, while Future Motor Lease supplies downstream application and delivery outcomes needed for full-funnel interpretation.

- Lead volume by source and channel.
- Median and high-percentile first-response time.
- Engagement and public-criteria completion.
- Advisor handoff and callback-booking rates.
- Missed calls and recovered missed calls.
- Opportunity-stage movement and lost reasons where maintained by the team.
- AI plan utilisation, overages and carrier usage against the selected commercial model.

SUCCESS PRINCIPLE

The launch is successful when it creates a reliable response and handoff process the team uses - not merely when an AI agent can answer a demo question.

Fast where speed matters. Conservative where risk matters.

The system will process personal and application-related context. The launch therefore uses minimum necessary data and explicit human gates.

Guardrail	Implementation rule
Minimum necessary data	Open chat captures routing context, not identity documents, bank statements, payment information, passwords or one-time PINs.
No automated approval	AI never makes final affordability, approval, pricing, contractual or liability decisions.
Controlled outreach	Historical leads require approved consent, suppression, sender identity and opt-out controls before activation.
Trusted operating data	Inventory, prices and availability require an owner-approved source with human exceptions.

Shared dependencies

- Future Motor Lease owns the accuracy and approval of business rules, inventory, pricing, consent language and human decision rights.
- ORBITxi implements and manages the agreed configuration within the approved scope.
- Channel, telephony, AI and infrastructure providers control parts of feature availability, pricing, template approval, number availability and uptime.
- USD-denominated provider charges remain exposed to the prevailing ZAR exchange rate.
- Legal and privacy positions must be approved by Future Motor Lease and its advisers; this proposal is not legal advice.

No guaranteed outcomes

ORBITxi commits to the agreed implementation, controls, review process and service activity. It does not guarantee sales, application approvals, conversion, revenue, answer rates, platform uptime, number availability, template approval or perfect AI accuracy.

Clear boundaries from day one.

This guide and the interactive estimator are planning aids. ORBITxi's written recommendation, final scope schedule and service agreement govern the engagement if accepted.

Term	Commercial position
Payment	50% of implementation on acceptance and 50% at approved controlled-go-live readiness. Monthly charges are paid in advance.
Initial term	Three managed months from controlled go-live. Continuation is selected before day ninety.
AI architecture	The selected ORBITxi AI architecture is enabled per operating workspace. Usage-based AI is estimated from model tokens and processing minutes; subscription tiers use the stated ORBITxi supplied rate.
Trial credit	When signed by 31 July 2026 with the Full AI Suite selected, ORBITxi funds the first thirty days of that licence. The once-off credit excludes channel and variable usage.
Channel usage	Phone calls, paid messages, WhatsApp templates, numbers, verification and related charges remain separate even when the AI processing component is included.
Estimator assumptions	Displayed totals are indicative and use stated assumptions for exchange rates, model context, call mix, channel activity and selected scope. They are not a binding quotation.
Bundle discounts	Displayed tier discounts apply only to eligible implementation modules and are capped at 10%. The R1,500 Voice Pair Bundle credit replaces the tier discount on the inbound and outbound voice modules when both are selected; the tier still applies to other eligible modules. The foundation, assessments, subscriptions, management and usage are excluded.
Change control	New agents, workflows, pipelines, campaigns, integrations and material revisions require a written estimate or approved work packet.
Client changes	ORBITxi is not responsible for errors caused by unauthorised client changes, third-party updates or modifications outside the managed scope.
Dependencies	Provider features, pricing, approvals and availability may change and are not entirely controlled by ORBITxi.
Outcomes	ORBITxi commits to the agreed implementation and service process, not guaranteed sales, approvals, conversion, revenue, uptime or perfect AI accuracy.
Validity	Valid until 31 July 2026. Prices exclude VAT if applicable and remain subject to final access and technical assessment.

The next safe step

Use the estimator to generate an indicative reference, copy the manual-review request and reply to the proposal email. ORBITxi will review scope, access and data dependencies before anything is accepted. The recommended start is the Response Foundation, WhatsApp Integration, Full AI Suite and ninety-day DFY Managed Launch. Live evidence determines phase-two investment.