

Revenue per employee: Why AI agents change the economics for Swiss SMEs

MANAGEMENT SUMMARY & CORE TAKEAWAY

Anthropic earns at least \$9 million revenue per employee, according to Epoch AI – more than OpenAI and Nvidia. For Swiss SMEs, revenue per employee becomes a strategic KPI: it is not about headcount, but about how much value each person creates with AI agents.

CONTEXT & EXECUTIVE RELEVANCE

Anthropic earns at least \$9 million revenue per employee, according to Epoch AI – significantly more than OpenAI at \$5.6 million and Nvidia at \$5.1 million. Depending on the employee estimate and source, figures range from \$9.4 million on a \$47 billion run-rate to over \$13 million. The exact number matters less than the trend: AI agents are fundamentally changing the ratio of revenue to headcount.

Traditional growth means more revenue, more tasks, more people. With AI agents, what scales is no longer the number of heads, but the output of each individual. The MRH Trowe case – 400 employees with AI agents at €11 per seat – shows that repetitive knowledge work can be automated without growing the workforce.

CORE ACTION ITEMS

- 01 Where are our best people doing manual, repetitive work today?
- 02 Which processes would deliver more output per person with a digital colleague?
- 03 Which metric makes AI success visible without targeting headcount?

SWISS COMPLIANCE & ARCHITECTURE GUIDELINES

- ☑ Full compliance with revised Swiss Data Protection Act (revDSG).
- ☑ Zero vendor lock-in on closed proprietary models.
- ☑ Seamless integration into Abacus, Bexio and M365 ecosystems.

Non-Binding Process Analysis

Let us review in 20 minutes where AI agents create immediate measurable efficiency in your workflows.

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