

FIRM CAPACITY BLUEPRINT

Purchase proposal

Cedar Vale Advisory and every figure in this proposal are fictional source material, used to show what a real proposal would contain.

One standalone study of the fixed-scope market assessment path, from agreed scope to an approved billing record. You receive three connected designs, working instruments and a decision on what to implement, simplify, defer or stop.

Illustrative scoped quote. Not an executed quote and not a universal price.



Earlier v5 fee illustration: A\$5,000 excluding tax. Expanded v6 scope is buyer-specific and must be re-quoted; the agreed Blueprint fee is paid upfront. The design is yours to use with us or another implementer. Installation is a separate purchase.

The decision: establish what is holding this path back before committing to a hire or build.

Prepared by Build n Bloom for Elaine Park and the five case owners

18

PEOPLE

40

ANNUAL ASSESSMENTS

4

UNSIGNED PIPELINE CASES

Where the firm stands

Eighteen people deliver 40 fixed-scope market assessments a year alongside the firm's other advisory work.

Each case carries an A\$30,000 fee against roughly A\$20,000 of cost, which already includes the normal labour of your own people. That leaves a modelled A\$10,000 contribution per case, but only once the invoice is collected.

Six further qualified cases sit in the annual pipeline and four of them are expected within nine months. None is signed. The work is visible; the capacity to take it on, and the cash from doing so, are not yet established.

Elaine is weighing a senior reviewer at about A\$120,000 a year. That hire is an option, not an approval. Drafting seats already exist. So the question is which change lets one more case pass through Marcus's approval, client acceptance and Ruth's finance record without quietly moving the checking onto someone else.

The sections that follow take the facts you supplied in order: what hurts, how a case moves, what the records cannot yet show, what you already run, and what the study would resolve.

What hurts today

Three of the six supplied cases came back from professional review.

CV02, CV03 and CV05 were returned. CV02 and CV05 also carried permission gaps. The two problems overlap in the sample; whether one causes the other cannot be read from six cases, and this proposal does not pretend otherwise.

Marcus describes the corrections as missing evidence and overstatement. Nadia describes collecting notes by hand and working out which report version is current before anyone can act on it.

A report can read as finished while the next person still has to reconstruct what makes it safe to use: whether each source exists, whether the firm may use it, and whether the conclusion follows. Tidier paragraphs do not supply a missing interview or grant a right.

Until return reasons and stage effort are recorded, you cannot separate necessary professional judgement from work an earlier check would have prevented. A hire or build approved before that separation is a bet on which kind of work dominates.

3 / 6

returned from professional review

2 / 6

carried permission gaps

Small supplied sample. Overlap is visible; causation is unverified.

Preliminary evidence from supplied records S01, S03

How a case moves now

Agreed scope leads to evidence collection, analysis, professional review, client acceptance and finance preparation.

Notes, drafts and final reports share case folders. Analysts reuse the structure of earlier work, and permission is checked inconsistently along the way. Marcus's comments sit in Word. Acceptance is noted informally; Tomas prepares the billing record and Ruth approves the invoice in the existing finance system.

An approved invoice is a finance event. It is not collection, and nothing in this study treats it as such.

Each handoff needs facts the document itself does not carry: the accepted scope, the rights attached to each source, the exact report version the client saw, and who approved it. Where those facts are not recorded, the receiving person either checks again or proceeds without them.

Word, case folders, drafting seats and the finance process are recorded in your material. SharePoint, email and a project spreadsheet are planning assumptions we have not inspected; the page on your tools sets out which is which. Once the method is repaired those tools may be enough. The study tests the method first and proposes no new platform.

01 Agree scope

02 Evidence / brief

03 Prepare research

04 Professional review

05 Client acceptance

06 Approved billing

07 Collection

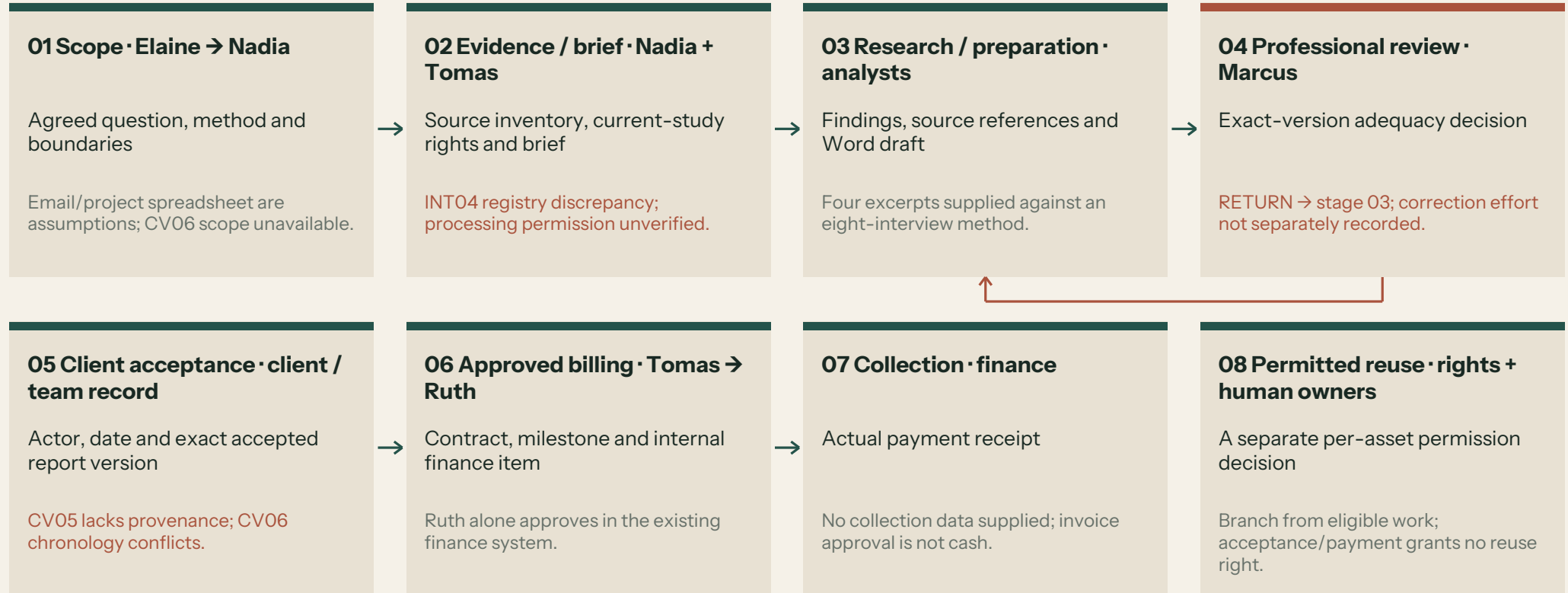
08 Separate reuse

Review returns to preparation. Collection and reuse are distinct; see the full map on the next page.

S02, S03, S06

Eight stages. Separate decisions.

The map shows where work changes hands and where it can return.



05 acceptance follows 04 review. 06 billing → 07 collection. 08 reuse requires its own right and owner.

Review returns to preparation. Collection follows billing. Reuse is a separate permission branch, not an automatic last step.

CONTENT-v3 b04; S02, S03, S06; finance-handoff.md

What the records cannot yet tell you

Across the six cases, a case averages 18 senior, 42 analyst and 6 operations hours.

Those totals do not divide into preparation, judgement, correction, coordination and waiting. They may already include hours spent on returns. They do not show which role stops another case from finishing. A faster draft could move effort into checking; a new reviewer could leave the evidence problem in place.

The invoice record is weaker than it looks. The six acceptance-to-invoice lags average 5.8 days, but that figure cannot serve as a baseline. CV06 shows a seven-day lag, which implies an acceptance and an invoice, while S06 records professional review pending and no client acceptance. CV05 shows four days, but its acceptance has no named actor, date or version and the finance record is unapproved. S01 has no completed-status column.

None of this says those events did not happen. It says the records cannot show that they did.

Approving an A\$120,000 hire or a custom build on this record means approving it on hours that may include correction time and on lags that measure invoicing rather than cash.

Case	Review return	Permission gap	Invoice lag*
CV01	No	No	2 days
CV02	Yes	Yes	8 days
CV03	Yes	No	3 days
CV04	No	No	11 days
CV05	Yes	Yes	4 days
CV06	No	No	7 days

* S01 recorded fields; CV05/CV06 acceptance provenance conflicts remain unresolved. No causality or cash collection inferred.

S01, S06

Three commercial jobs. One connected path.

The buyer purchases a way to produce and control valuable client work. Evidence checks and handoffs sit inside those jobs.

Commercial job	The output you can inspect	What must be established
Scope work the firm can deliver	Costed options, proposal draft, signed-term comparison and accepted delivery brief.	Actual enquiry, cost method, fee assumptions, available reviewer and signatory.
Produce the expert decision pack	Analysis workpapers, source-linked findings, alternatives, recommendation draft and reviewed report.	Permitted complete evidence, approved method, professional reviewer and quality/effort comparison.
Reconcile work through finance	Acceptance/milestone packet, invoice exceptions, payment allocation and unresolved-balance queue.	Signed basis, acceptance record, invoice/payment evidence and authorised finance owner.

Three complete designs on one revenue path. First installation separately scoped; evidence supports the delivery problem most strongly.

Founder-approved v6 design direction; website workflows and current offer at main44a2b777

Produce the work your client pays for.

Defined responsibilities prepare the work; named people decide what may proceed.

Assemble evidence	Prepare analysis	Challenge the draft	Approve exact version
Evidence librarian returns permitted passages with exact locators and versions.	Delivery analyst applies the → approved method; writer drafts findings, alternatives and report.	Quality checker compares claims → with original sources and the decision question.	Coordinator records unresolved → items, revised version and issue decision.
Tomas checks rights; Nadia checks coverage.	Marcus owns professional adequacy.	Marcus returns unsupported wording.	Professional issue and client acceptance separate.

Return to analysis with the source and reason

Contradiction stays visible. A material edit invalidates approval. No source or model score approves the professional recommendation.

First installation hypothesis. Compare full preparation, review, correction and operation with the current and repaired manual methods.

The work hidden behind the draft

This is an illustrated working situation built from the CV06 files, not a recorded live case or a scheduled date.

Picture the day before Marcus reviews the supplier-choice report. The client asked for one sentence: "Most customers will switch suppliers for faster delivery." To decide whether it may go out under the firm's name, Marcus needs three things beside it: where each supporting statement comes from, what in the interviews cuts against it, and whether the firm may use each source for this study.

Today the folder does not carry those facts. The scope agreement is unavailable, so question, segment and geography are unconfirmed. Four interview excerpts are supplied against a method that calls for eight; the full set is not available in the supplied record, which does not show the other interviews never happened. INT04 is described as permitted in S05 but has no registry row in S06, so its rights are unresolved. OLD-CLIENT-X is denied for this project.

Professional review is the valuable step. The repeated burden is the reconstruction before it: Nadia collecting notes, finding the current version and checking rights source by source. That burden is not measured. A useful review basis is simply every finding, its exact reference, its contrary evidence and its rights status in one place Marcus can read.

Requested claim	Exact source locator	Contrary account	Rights status
What Marcus needs beside each finding.			

Fable supplement S1; S03, S05, S06; hypothetical next-review scene, not a recorded event.

How the designs help your existing tools

Keep the tools people already use. Add the evidence and handoff records they need.

The records name Word, case folders, existing drafting seats and an existing finance system. The drafting and finance vendors are unnamed. SharePoint, email and a project spreadsheet are planning assumptions to confirm with Tomas; no tenant has been inspected.

W1 puts the source inventory, rights and agreed scope in the case folder. W2 keeps each finding beside its source, contrary evidence and review decision in Word. W3 records who accepted which report version and prepares an internal finance item for Ruth. This gives the next person a record to check instead of reconstructing the handoff.

Tomas checks actual features, licences, access, retention and processing rights before configuration. API compatibility and extra costs remain unverified. The manual route uses authorised existing tools; no platform move is required. Professional approval, invoice approval and any reuse decision remain separate human responsibilities.

Tool / evidence	Proposed aid	Human check
Word — recorded	Finding + citation + contrary evidence	Marcus reviews finding
Case folders — recorded	Manifest; separate versions	Tomas checks rights
Drafting seats — recorded	Compare against repaired manual method	Whole-job comparison
Finance — vendor unknown	Acceptance-linked internal item	Ruth approves invoice
SharePoint — assumption	Metadata / version controls	Confirm features and licences
Email — assumption	Actor / date / accepted version	Confirm acceptance route
Project spreadsheet — assumption	Case / handoff register	Confirm existing tool and owner

Recorded S02/S03 versus authored assumptions. No tenant inspected or API compatibility verified.

Recorded: S02, S03. Planning assumptions: SharePoint, email, project spreadsheet, unconfirmed.

Deliverables of the study

The purchase ends with a portable package your team can use whether or not anything is ever installed. The working instruments below support the expanded commercial designs.

Examples in this proposal are labelled illustrations. In a real engagement the first artifacts are the source discrepancy register, one filled brief for an agreed case and the review rule. The first checkpoint targets five business days after agreement, payment and complete permitted intake. Its date must be agreed; this is a planning target.

No retainer follows. Installation, if ever warranted, is a separate quote.

- The Blueprint: buyer situation and tools, three designs, effort, capacity and cash scenarios, comparison plan and recorded decision
- Three complete specifications: inputs, outputs, owners, approvals, failure routes and acceptance criteria. Another implementer can use them.

- Shared controls: four record interfaces, versioned approvals, a finance key and the data and rights route
- Editable working instruments: case brief, evidence register, finding review table, finance handoff, case value ledger, decision register, commissioning brief, operator playbook and the CV06 review rule
- An economics model in ECONOMICS.json and economics.csv that Ruth can recompute with her own inputs
- A matrix of twenty proposed installation tests, all marked unrun, and the full guarantee reference

Working output	Decision supported	Gate
Brief + source manifest	Scope, evidence and current-study rights	W1 / human approval
Finding and review sheet	Citation, contrary evidence, gaps and method	W2 / Marcus
Acceptance + finance handoff	Exact version, client actor/date, internal finance item	W3 / Ruth
Comparison + commercial model	Repair manually, install, simplify, defer or stop	Buyer decision

Proposed working instruments; approved reuse requires a separate rights decision.

Package inventory as scoped | Shared retrieval/context, security, operation and role design included in v6.

The CV06 review packet

From a requested market claim to source-linked findings and an owned next action.

REQUESTED CLAIM

Most customers will switch suppliers for faster delivery.

INT01 • S05 L5

Faster parts are desirable; the respondent’s own approval paperwork delays its order.

INT02 • S05 L6

A local supplier is considered if compatibility is documented; substitution requires that evidence.

INT03 • S05 L7

Current lead times usually suffice; the respondent would not switch merely for speed.

INT04 • QUARANTINED

S05 permission conflicts with an absent S06 registry row. Tomas reconciles before inclusion.

DRAFT • HUMAN-AUTHORED • NO AI RUN

F01 • Approval and compatibility

INT01 identifies internal approval paperwork as an order delay; INT02 requires compatibility documentation for substitution.

Sources: S05 L5–L6. Two supplied accounts; no common denominator or causal estimate. INT01 also wants faster parts.

F02 • Speed does not uniformly imply switching

INT03 says current lead times usually suffice and would not switch for speed alone.

Source: S05 L7. One respondent; no prevalence inference. Preserve INT01’s different account beside it.

RETURN UNSUPPORTED GENERALISATION

Marcus decides exact wording and adequacy. Elaine confirms scope; Nadia reconciles the interview set; Tomas resolves rights and chronology. CV06 remains blocked.

S05 L5–L8; S06; CV06-review-rule.md; prepared-report-specimen.md

The output: an expert decision report.

Should Larch Components test a local replacement-part offer, and which buyer conditions should a pilot require?

Executive summary: the eight invented notes do not establish general willingness to switch for speed. Compatibility approval and component criticality condition trial interest; incumbent performance and absent commitments qualify it. One urgent premium-price purchase is not a general pricing rule.

Method: compare eight purposive qualitative notes on urgency, compatibility/approval, incumbent resistance, price evidence and explicit trial intent. Keep reported facts separate from interpretation. The fixture is complete for its scripted method; it establishes neither population demand nor saturation.

The report includes three findings, the source/method appendix, comparison of no launch, broad speed-led launch and a bounded compatibility-led pilot, and a conditional recommendation. Safety-critical lines are excluded. Supplier capability and economics still need separate validation.

Candidate responsibilities are visible in the outputs: Evidence librarian supplies locators; Delivery analyst prepares findings/options; Deliverable writer prepares the report; Quality checker flags unsupported claims; Case coordinator prepares reviewer returns. This was one Sonnet drafting run, not five separately deployed agents.

Professional adequacy of the inference and recommendation requires qualified review, which has not occurred.

The review return and revised v2 example are scripted teaching material, not genuine professional or client acceptance.

The output: a payment record that stays open.

Partial payment does not close the invoice. The queue tells Ruth exactly what remains to decide.

Finance state	CV07 fictional record	Exception / next decision
Report and acceptance	Report v2; scripted issue 17 September, client acceptance 18 September.	Acceptance concerns the included assessment, not permission to launch a pilot.
Invoice basis	M1 A\$10,000 + M2 A\$20,000 = A\$30,000 invoiced. Invoice IDs and milestones present.	Ruth owns issue/allocation decisions. No real invoice or receiving-system action occurred.
Payments allocated	M1 A\$10,000 paid; M2 A\$10,000 allocated. Total scripted receipts A\$20,000.	M2 remains partly paid: A\$20,000 - A\$10,000 = A\$10,000 open.
As-of and due date	As-of 2 October 2026; M2 due 5 October 2026.	Not overdue. Preserve open balance until allocated payment or an authorised adjustment resolves it.

Commercial analyst – finance prepares; Quality checker flags; coordinator names owner; Ruth decides. Finance reconciliation is not a collection guarantee or an autonomous payment action.

CV07 INPUT acceptance/invoice/payment records; arithmetic verified; entirely invented finance events

What has actually been demonstrated.

Keep design, synthetic execution and real client operation distinct.

Published website roles describe candidate responsibilities. The three larger jobs are proposed complete designs. Existing W1-W3 instruments and their twenty tests remain controls/specifications; the tests are proposed and unrun.

The earlier Sonnet example prepared observations and a provisional interpretation from eight invented generic notes. Its eleven exact citations passed checks. CV06 is human-authored and blocked.

CV07 is new, separate teaching material. One authenticated Sonnet run produced a proposal, conditional report and finance packet from its invented inputs. Twenty exact citations and arithmetic pass local fidelity checks. The original executed draft is retained; owner wording edits and scripted reviewer v2 are disclosed.

No tenant integration, independently running role chain, professional approval, genuine client acceptance, invoice issue, actual payment, production security result, improved throughput or measured saving is represented. Public research, technical fault diagnosis and full method curation are not demonstrated by these runs.

What the agent carries

The candidate does preparation work. The professional still owns the conclusion.

Work to carry	Proposed agent / workflow contribution	Evidence and current status
Assemble the case	Bring permitted sources, the agreed brief, method and report structure into one preparation package.	W1 manual design and instruments exist; no live connection is claimed.
Prepare analysis	Retrieve permitted spans with exact locators. Compare claims against all supplied accounts. Draft bounded findings and interpretations with their basis stated.	W2 custom preparation is a defined, unbuilt candidate. The CV06 specimen is human-authored.
Check the packet	Assemble the review pack and open questions. Check locators/hashes, rights references, source count and changed versions; route errors to the owner.	Local deterministic fixture checks passed. They do not prove professional truth or actual rights.
Prepare the next handoff	Carry the exact report version, acceptance evidence and stable case/contract/milestone key. Detect duplicate/revised items.	W3 design and local contract checks; no invoice is issued. Finance capability is unverified.
Keep judgement and authority human	Marcus decides adequacy; client acceptance stays separate; Ruth decides finance; reuse requires its own right.	No agent approval, external send, auto-invoice, collection result or autonomous reuse is represented.

Recommended now: authorised manual W1/W3 and W2 review rule after readiness checks. AI candidate gate: separate permission, provider/retention checks and comparison before installation purchase.

FIRM-CAPACITY-SYSTEM at main44a2b777; technical/README; local contract check; b10-w2

A system your firm can operate.

The three jobs share sources, decision records and a controlled operating method.

Existing working tools

Word and case folders remain. Finance remains its own authority; proposed connectors require capability checks.

Context graph

Linked scope, sources, claims, approvals, acceptance and payment records preserve what supports each decision.

Human decisions

Named owners decide scope, professional issue, rights, invoices and disputes; changed versions reopen review.

Permitted evidence / RAG

Retrieval-augmented generation (RAG) supplies permitted sources for drafting. A fixed approved pack may be enough.

Bounded preparation

Defined model tasks and deterministic calculation/checking prepare inspectable commercial outputs.

Operation and change

Owned exceptions, versioned releases, budget limits, stop/recover, evaluation and documented handover.

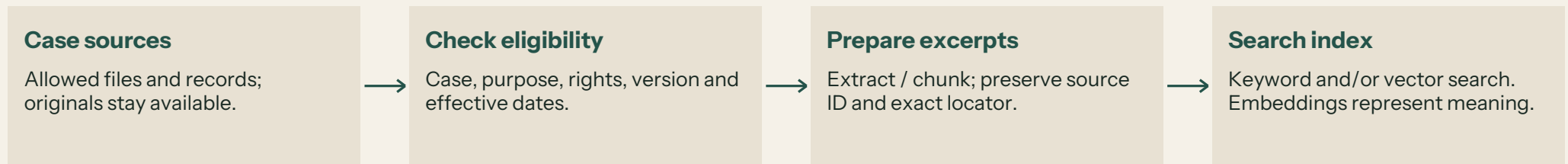
Logical architecture, not installed infrastructure. No graph database, provider, tenant integration or licence compatibility is represented.

v6 proposed design; fictional buyer, not installed capability

How an answer gets its evidence.

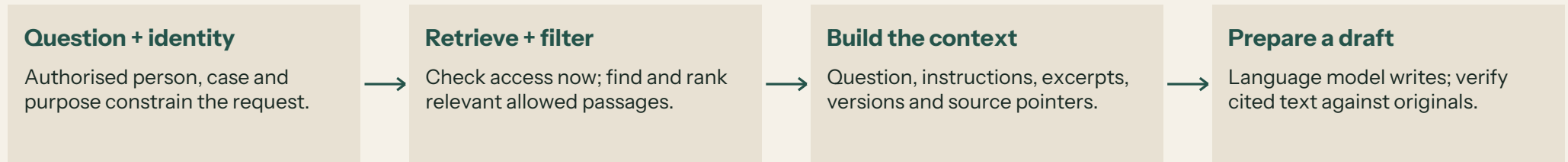
Prepare permitted sources. Retrieve passages. Draft with citations. Review the result.

01 / WHEN SOURCES ENTER OR CHANGE



Index + current permissions feed retrieval.

02 / EACH TIME A QUESTION IS ASKED



Human review remains a separate decision.

Recheck release rights. Marcus judges the inference and approves the exact report version.

Small, stable case? An approved fixed pack can supply context directly. Retrieval does not train the model or establish truth. Retrieved files cannot grant tool authority.

Original proposed design; Microsoft RAG architecture + BnB controls. References: DIAGRAM-REFERENCES-v6.md. Fictional buyer; not installed.

```
graph LR; N03[Source N03  
CV07 / v1; case-only rights] -- supports --> F2[Finding F2  
Criticality conditions trial;  
linked to N03]; F2 -- contains --> R2[Report v2  
CV07; contains finding and  
its limits]; R2 -- approves --> PA[Partner approval  
Marcus; exact v2; scripted  
event]; PA -- accepts exact version --> R2; PA -- accepts exact version --> M2[Milestone M2  
Assessment delivery;  
signed basis required]; M2 -- covers --> CA[Client acceptance  
Exact v2; 18 Sep; scripted  
event]; CA -- bills --> IR[Invoice record  
M2 / A$20,000; A$10,000  
remains open]; IR -- allocated to --> PAl[Payment allocation  
A$10,000 to M2 invoice;  
scripted receipt];
```

The diagram illustrates the relationships between various entities and milestones in a project. It consists of two rows of boxes connected by arrows. The top row includes Source N03, Finding F2, Report v2, and Partner approval. The bottom row includes Payment allocation, Invoice record, Milestone M2, and Client acceptance. Arrows indicate the flow and dependencies: Source N03 supports Finding F2; Finding F2 contains Report v2; Report v2 is approved by Partner approval; Partner approval accepts the exact version of Report v2 and Milestone M2; Milestone M2 covers Client acceptance; Client acceptance bills Invoice record; Invoice record is allocated to Payment allocation.

Block further retrieval -> identify F2 / v2 dependencies -> queue owner review. Preserve history; do not reverse invoices or payments automatically.

Original CV07 teaching subgraph; Neo4j decision-trace reference + Astra control synthesis. All records/approvals fictional. DIAGRAM-REFERENCES-v6.md.

Build around the way your firm works.

The useful difference is a complete job fitted to your method, evidence, tools and review standard.

What can adapt	Buyer benefit to test	Boundary / tradeoff
Method and deliverables	Your terminology, approved analysis, scope questions, report format and reviewer criteria.	Method owner approves changes; templates do not confer professional correctness.
Sources and existing tools	Allowed case sources and the exact file/finance touchpoints used by the firm.	Tenant, licence, API and rights checks first; preserve existing finance authority.
Role responsibilities	Define preparation, checking, coordination and decision responsibilities for every output.	No custom setting can bypass source rights or grant a model human authority.
Management and exit	Owned exception views, exportable records and a documented manual/transition route.	Operating responsibility remains; third-party licences and agreed use rights apply.

Customisation is agreed configuration and change control. It is not unlimited features, universal integration or ownership of third-party software.

v6 proposed design; fictional buyer, not installed capability

Choose who runs it after handover.

Three operating models are available after installation. None moves professional or commercial authority away from your firm.

Operating model	Who carries the work	What stays with the firm
Client operated	Handover configuration, templates, tests and runbook. The named client operator owns the queue and change process.	Professional issue, rights, fee and finance decisions; access administration and budget oversight.
Optional managed operation	Build n Bloom carries the agreed monitoring, exception handling, updates or administration tasks.	Named owner, approval boundaries, service checks and operating hours. Management is separately priced.
Scoped hybrid	Client operates daily; Build n Bloom carries a named responsibility such as tested updates or restore support.	Everything outside that written scope remains with client owners; no automatic retainer.

The delivered Blueprint and agreed use rights remain with the buyer. Configuration export, third-party licences, logs, retention and exit rights are agreed in writing.

Fable SH-10, condensed by Root; frequencies/fees/cover remain unagreed

An actual AI preparation run

Eight invented notes in. Source-linked observations and a review pack out. Human review remains pending.

01 · 8 invented notes	02 · Sonnet preparation	03 · JSON + review pack	04 · Human review pending
OBS01 · A checklist still needs an owner The fictional INT01 participant described spotting missing contacts, approvals and files before kickoff. “the checklist is only useful when somebody owns follow-up” INT01, line 3. No claim of prevented rework or measured time saved.		OBS02 · A decision log preserves the boundary The fictional INT02 participant valued a record of the scope question, decision, owner and date. “unresolved questions should remain visible rather than being marked complete” INT02, line 3. The log does not replace agreement changes or client approval.	

INTERPRETATION TO TEST · NOT A PROFESSIONAL FINDING

The AI linked visibility and ownership across INT01, INT02 and INT05. The reviewer must test that interpretation against the full notes and INT06’s warning about generalising from a small set. No measured improvement follows from this run.

What actually ran: source reading, three attributed observations, one provisional interpretation and a review pack. Excerpts above are condensed from the output; full wording and exact citations are supplied.

This demonstrates AI preparation on synthetic inputs. It does not demonstrate CV06 processing, an installed pipeline, professional approval, time savings or financial results. The 20 installation tests remain unrun.

Separate ordinary fixture, not CV06. ai-demo/findings.json, review-pack.md, run-receipt.json and demo-qa-receipt.json.

Other ways to decide and when not to buy

The study is one of four reasonable responses to the same facts. Each carries its own cost in salary, seats, configuration hours or delay.

Hire the senior reviewer now. This adds review hours across every service the firm sells, so its allocation to this path is unknown. It does not touch the evidence and version problems Marcus and Nadia describe, and it cannot be compared with an A\$5,000 study on a cost basis. It may still be right once reviewer hours are shown to bind.

Add drafting seats. They already exist. Nadia's recorded account is of collecting notes by hand and checking which version is current; whether seats change that is untested, and the comparison plan includes the seats as one arm.

Configure what you own. Required columns, version history and finance fields in the tools you already hold may cover much of W1 and W3. Tomas can check that; the hours are not estimated here. If it holds, the study shrinks to method and there is nothing to build.

Wait for the pipeline to sign. The decision then arrives under time pressure with the same records.

A paid study is the wrong purchase when your tools already handle source and review control, assessment work is rare, rights or accountable owners are missing, or the decision is too small for three designs. Take the free fit call instead: one constraint, one evidence check, one owner, no confidential files. Declining is a legitimate outcome.

What building the capability can change.

The useful advantage is complete, controlled work fitted to your firm. Its economic advantage must be measured.

The service repeats forty times a year in the fictional buyer setting. The supplied case records show review returns and gaps, but they do not tell us how much reconstruction occurs across all forty cases. Measure that burden before the next hire, seat or build decision.

A complete decision pack can put the source, analysis, contrary evidence and open judgement beside the report. The intended benefit is less reconstruction and correction, with the same professional standard. A context graph makes affected work visible when a source, scope or approved version changes.

The same operating design can carry accepted work and its commercial basis to finance, then keep invoice and payment states distinct. Method curation can help a later eligible case without turning client evidence into unrestricted shared memory.

Those capabilities can add configuration, review, security and maintenance work. Compare the current method, a repaired method using existing tools and the connected candidate at comparable accepted quality. If the simpler option reaches the bar with less burden, it should win.

Measure full preparation, review, correction and operation by role. A quicker draft alone is not a faster accepted case.

Treat released hours as capacity. Money needs an evidenced paid-cost change, useful redeployment or additional signed, accepted and collected work.

Never sum the same hours across the three designs. No avoided hire, collected contribution or quality improvement has been observed.

Fable SH-11, condensed with Root evidence limits; existing ECONOMICS.json remains fictional

What you would be buying beyond a draft.

Judge the offer by the accepted work and operating control it leaves behind.

Buying consideration	What this design adds	What proves the difference
Beyond an isolated draft	Complete scope/report/finance outputs, connected records and owned return paths.	Representative whole-job tests and comparison with existing seats/configuration.
Evidence that can be inspected	Exact sources and versions, permitted purpose, contrary evidence and a visible decision basis.	Retrieval/citation checks and qualified review; no generic accuracy badge.
Fit to your service	Approved method, report format, source rules, responsibilities and exact existing-tool touchpoints.	Client owners accept the configured job; new responsibility reopens scope/tests.
Operation and choice	A working handover, manual route, export/exit terms and optional managed responsibility.	Agreed operator tests/use rights and full written guarantee; no compulsory retainer.

These are proposed buying reasons, not claims that competitors lack them. Another provider or a standard product may meet the same requirement.

Root/Fable synthesis; proposed product properties, not market uniqueness or outcome proof

What must be true for an added case to pay

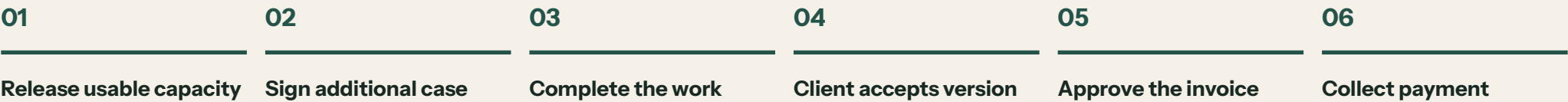
This proposal asks for one cash amount, the A\$5,000 fee. Everything else is a chain of conditions the delivered study makes explicit.

Contribution from an added case arrives only after released capacity is real, the case signs, the work is completed and accepted, the invoice is approved and the cash collected. Each link has an owner at Cedar Vale and a check that can fail. No percentage is attached to any link because none has been measured.

A projection, not evidence: four added cases in nine months would model A\$40,000 of contribution if every one signs, completes, is accepted and collects. The records do not yet establish released hours, signing, acceptance quality or collection.

The study does not count the A\$120,000 hire as avoided, value released hours as payroll, or read an invoice lag as collection. It asserts no saving.

Installation scenarios, with illustrative prices and their downside, appear only in the delivered Blueprint and are marked as scenario analyses, not as a return on the study itself.



Six conditions, not measured conversion rates. Each requires an owner and evidence.

S04, PIPE02; chain as design, no measured rates

From a better packet to a commercial result

The agreed benefit must survive professional review, whole-job effort and the buyer's actual revenue model.

Change to establish	Measure to test	What it permits you to conclude
Preparation carries evidence and exceptions into review.	Source completeness, unsupported claims, return reasons and whole-case quality.	A more inspectable packet is useful; quality improvement needs representative cases.
Less reconstruction, with no work hidden elsewhere.	Preparation + review + correction + coordination hours, by role.	Only the net whole-job change can release capacity. A faster first draft is insufficient.
Released capacity meets real work.	Eligible accepted throughput, case mix, signed demand and available people.	Four unsigned nine-month pipeline cases are a ceiling to test, not booked revenue.
Accepted work becomes collected contribution.	Actual acceptance, invoice/receipt and buyer contribution records.	Count cash when collected; no avoided hire or payroll saving is established.
Timing changes the available test window.	Next eligible case, readiness date and the six-/nine-month assumptions.	At untested whole-path targets: three vs four added cases; -A\$0.8k vs A\$9.2k listed-cost subtotals before unknowns.

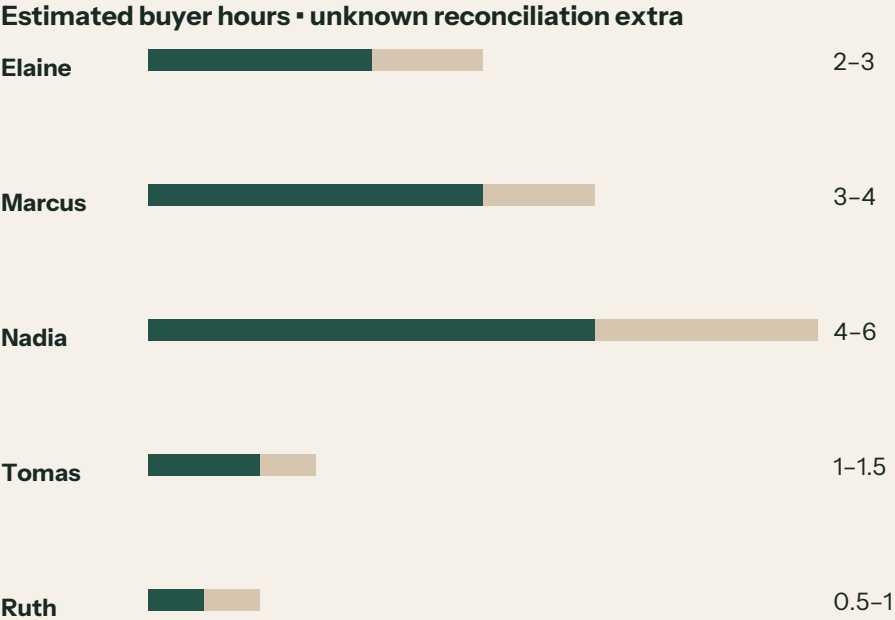
Why act now: decide the method before the next eligible case repeats the same preparation. Name an owner and start date. This comparison does not price a quarter's delay or establish lost revenue.

ECONOMICS.json; b14-b18; S03, PIPE02; FIRM-CAPACITY-SYSTEM

DELIVERY

How the work runs and what we need from you

Dates are agreed in the quote. The clock starts at agreement, payment and complete permitted intake.



One owner retrieves. Tomas supplies the year's case list with outcomes, six to ten case folders with scope, brief, review comments, acceptance and billing records, the permission entries, finance milestone references and any timesheet export by stage. He releases only what the firm's rights allow.

We prepare the analysis, the source discrepancy register, the three designs and the handoff package. Your team verifies facts and rights and makes the professional and finance decisions that are yours alone.

A first checkpoint is a planning target five business days after agreement, payment and complete permitted intake, not a commitment. Complete delivery and a decision review of about sixty minutes follow on the dates the quote fixes.

Elaine 2.0 to 3.0 hours: scope session and decision review

Marcus 3.0 to 4.0: review rule and method adequacy

Nadia 4.0 to 6.0: case walkthroughs and evidence sheet

Tomas 1.0 to 1.5: retrieval and register

Ruth 0.5 to 1.0: finance key and contribution method

Total 10.5 to 15.5 estimated hours, plus unknown hours to reconcile CV06, CV05 and INT04. An estimate, not a guarantee

10.5–15.5 h total; seller founder time excluded from economics.

Participation estimate for the scoped study | Preserved v5 participation illustration; re-estimate for expanded v6 scope.

Your Blueprint satisfaction guarantee

The fee is paid upfront. If the finished study is not worth it to you, you ask and the money comes back.

Once both complete delivery and the decision review have occurred, you have 14 calendar days to request a full refund. You do not need to prove a defect, accept a remedial round or buy anything further. Cash is returned within five business days of the request. You keep the delivered design and its agreed use rights. Mandatory legal rights are untouched.

A supported recommendation to simplify, defer or stop is a legitimate result and does not weaken the promise.

Installation is a separate matter with its own scope, deposit, date, core tests, correction period and refund, summarised in the delivered Blueprint. The full current terms are attached as GUARANTEE-REFERENCE.md and should be incorporated into any real quote.

There is no claim fee. Reasonable expenses necessarily incurred in making a valid claim are reimbursed. No business outcome is guaranteed.

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CALENDAR DAYS

5 business days

cash refund after a request

Clock starts after BOTH complete delivery and decision review.

Before the next case enters review

Choose the next eligible case, name the owner and set the date.

The next eligible case gives this decision a practical moment. If it reaches review needing context rebuilt, the reconstruction happens again and its effort goes unrecorded; how large that burden is remains unmeasured. The benefit window exists only where forthcoming work and owner availability exist; no pipeline case is signed.

If scope, rights or reviewer availability are missing, hold the case and repair the record before the comparison. Name the next eligible case and its start date. Record proceed, challenge or defer per design; assign the CV06 chronology check first. The hire-or-method decision follows observed stage data. The full Blueprint satisfaction promise applies as stated; external business outcomes are not guaranteed.

Elaine confirms the decision question, scope and client authority; Tomas confirms rights per source and resolves INT04.

Nadia prepares the manual source-linked pack for that case in Word under the review rule.

Nadia records whole-job hours by role; Marcus records return reasons.

Elaine and Marcus compare total burden and accepted quality, then decide whether the candidate earns a separately scoped quote or the manual method is sufficient.

Confirm case + rights	Prepare manual pack	Compare whole job	Decide install / defer
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If a dependency is missing, hold and repair before comparing. The case and date still need to be named.

Fable supplement S5; next eligible case and dates unconfirmed; b18 benefit-window assumptions.

Buy a decision basis before the next commitment.

One revenue path. Three complete designs. A separately scoped first installation if the evidence supports it.

You receive the commercial workflow designs, source and context specification, role responsibilities, security and operating requirements, comparison plan, editable economics and acceptance schedules. Another competent implementer can work from the agreed Blueprint.

The study should establish where effort, waiting and correction accumulate; what the relevant case costs; whether current tools can carry the job; and whether the connected candidate merits building. Unknown evidence remains visible. A recommendation to simplify, defer or stop is legitimate.

Agree scope, fee, dates, permissible intake and decision owners in the actual quote. The earlier A\$5,000 fee and A\$24,000 installation allowance are preserved historical illustrations; they do not automatically price these expanded designs. No retainer starts by buying the Blueprint.

Once complete delivery and its decision review have both occurred, the Blueprint satisfaction window is fourteen calendar days. No defect proof, correction round or installation purchase is required; the full refund is due within five business days of request, and you keep the delivered design and agreed use rights. Full terms remain attached.

Fable PR-13/PR-12, edited by Root for quote-specific scope and full current guarantee

Commission the Firm Capacity Blueprint

Reply to this proposal with "Proceed with the Blueprint" and name your sponsor. That is the whole step.

We confirm one revenue path, three complete designs, dates, permitted intake, supplier entity and tax in a buyer-specific written quote. This expanded document does not automatically price the broader scope at the earlier illustrative A\$5,000. The Blueprint remains standalone; installation and optional management are separately quoted.

The fictional source records show three of six cases returning from review, two permission gaps and unresolved invoice chronology. The useful timing question is whether the next capacity decision will have a better evidence basis. No deadline or lost cash is invented.

A free fit call needs one relevant constraint, an evidence check and an owner; no confidential files. The hire, existing tools, simpler method or no-build route remain open.

The written quote states: one path, three designs, no installation

The legal supplier entity and the applicable tax on the invoice

Dates for intake, first checkpoint, complete delivery and decision review

The five owners and who may stand in for each

Permitted intake: Tomas's release authority, approved records, purpose and rights.

Proceed with the Blueprint

Reply to the proposal and name your sponsor.

Simulation. No payment link, checkout or signature is represented.