

Design Partner Program: how the pilot works

This sheet explains the Vesara pilot in plain language and says what each document does. The signed documents govern.

What Vesara does

Vesara reads the business records you choose (contracts, email, chat, meeting transcripts, CRM, billing, and procurement) and builds a map of the obligations inside them. From that map it produces a findings report: the invoices that were never sent, the payments that kept going after the work ended, the commitments that expired unused, and the breaches that can still be cured. Every item is cited to the record it came from and valued by fixed rules.

Timeline

When	What happens	Your part
Day 0	Order Form signed. You choose the pilot scope and provision read-only access.	Your pilot lead provisions access. Vesara confirms your exclusions in writing before the first read.
Days 1 to 15	Vesara connects, indexes, and builds the obligation map.	About one hour for scoping questions.
Day 15	Findings report delivered. Read-out meeting.	Vesara presents. You ask questions.
Days 15 to 30	You mark each finding confirmed, confirmed in part, or declined.	About one hour of finance, legal, or operations time.
Day 30	Review ends. If confirmed findings total \$100,000 or more, Vesara invoices \$20,000. If not, no fee.	Vesara sends a milestone notice listing what you confirmed.
Days 31 to 60	Decision period. You keep the report. Vesara reads nothing new.	Sign the one-page activation notice to continue, or do nothing and the engagement ends.
Months 3 to 12, if you activate	Vesara widens to the full scope you choose, keeps reading, and keeps the map current. Each leader gets a standing list of open obligations for their area.	Quarterly read-outs. Confirm or decline new findings as they arrive.
Month 12	Renewal at the list rate, with 60 days' notice either way.	Your decision.

Pilot scope

The pilot covers the systems you choose, with no limit on volume or history. The best pilot includes every source where obligations live: accounts payable and receivable mailboxes, the finance, legal, and account management leads, the contract repository, the billing system, and the shared folders that hold statements of work. The oldest records often hold the largest findings, so include them.

What counts as a finding

A finding is an obligation or amount in your own records that is open, unbilled, overpaid, expired, or curable. A one-time amount counts at face value. A recurring amount counts at twelve months, or the remaining term if shorter. An avoidable cost counts at what you avoid in the next twelve months. Duplicates count once, and items you already knew about and had acted on before kickoff do not count.

Who decides

You do. A finding counts toward the \$100,000 threshold only when you confirm it in writing. Silence confirms nothing. You can decline any finding without a reason, and you can end the pilot at any time before the threshold is confirmed, with no fee.

What it costs

- The pilot: \$0.
- If you confirm \$100,000 or more of findings by day 30: \$20,000, credited in full if you activate.
- If you activate: \$25 per Desk per month in year one, then the \$50 list rate, minimum \$2,500 per month. A Desk is one person who can log in to a connected system. Service accounts, shared mailboxes, and bots are not Desks. Before you decide, Vesara may also offer a price based on data volume instead of Desks, and you pick whichever you prefer.

The data pool

Every Desk brings 15 gigabytes of source data into one company-wide pool. The pool covers every connected system and all of your history, with no limit on how far back it goes, because the oldest records often hold the largest findings. Former employees' mailboxes count as data in the pool, not as Desks. Above the pool, current data (the last 36 months) is \$1.50 per gigabyte per month and older data is \$0.50 per gigabyte per month. Vesara warns you at 80% of the pool, and you can narrow the scope instead of paying.

What Vesara accesses and never does

- Reads only the systems you name, with least-privilege scopes, inside the exclusions you set. You can revoke any connection at any time.
- Never writes to, changes, or deletes anything in your systems.
- Never trains any model on your data unless you grant that in the Order Form, and its model providers never receive such a right in any case.
- Never keeps your data after the decision period unless you activate. Deletion within 30 days, backups within 90.

- *Never shares your findings, your numbers, or your name in public without your written approval.*

Vesara analysts review findings before delivery. The people who can see your data are named in the Order Form, and every access is logged.

The documents

<i>Document</i>	<i>What it does</i>	<i>Who signs</i>
<i>Mutual Nondisclosure Agreement</i>	<i>Protects what both sides share during the security review and the pilot.</i>	<i>Both, first</i>
<i>Master Subscription Agreement, with the security exhibit and the design partner terms</i>	<i>The standing terms: access, data use, confidentiality, warranties, liability, the pilot mechanics, and how the pilot rolls into a subscription if you choose.</i>	<i>Both, once</i>
<i>Data Processing Addendum</i>	<i>Personal data terms, including EU and UK transfer clauses and California service provider terms.</i>	<i>Both, with the Master Subscription Agreement</i>
<i>Order Form</i>	<i>The dates, the systems in scope, the exclusions, the named people, and the subscription pricing, all fixed before kickoff.</i>	<i>Both, once</i>
<i>Activation Notice</i>	<i>The one page you sign if you decide to continue.</i>	<i>You, if you activate</i>

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