

CLIENT-READY AI ASSURANCE.

Responsible adoption made provable.

A boardroom brief for high-trust firms

COMMUNICATIONS / LEGAL / GOVERNMENT CONTRACTING

THE CLIENT QUESTION HAS CHANGED

Clients are no longer asking whether a policy exists. They want to know how AI touches their work—and whether the answer can be proven.

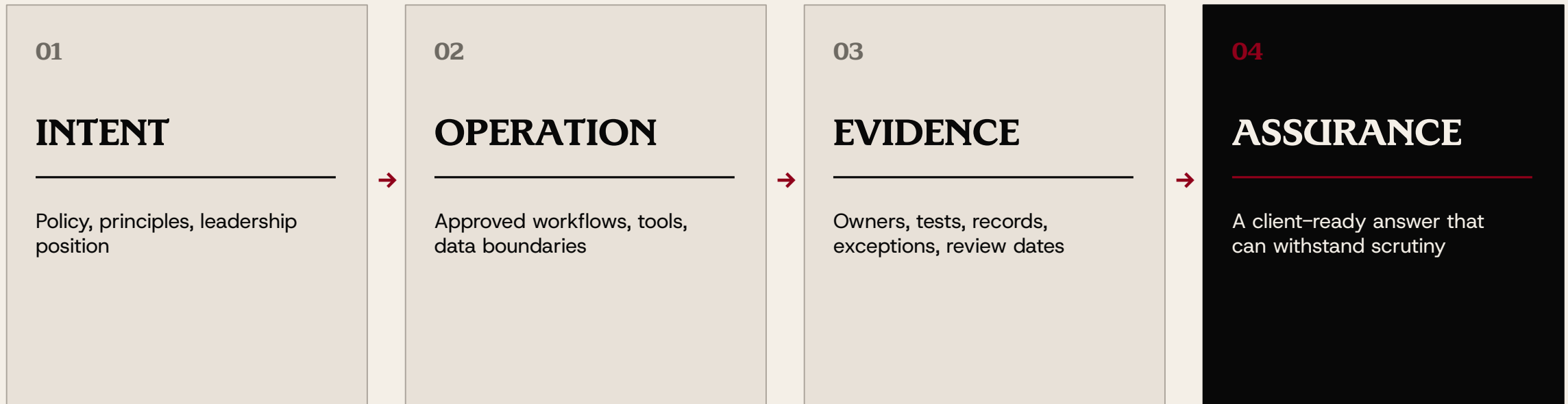
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**HOW DOES AI TOUCH OUR WORK, OUR INFORMATION,
AND THE DECISIONS YOU MAKE FOR US?**

- Where AI is used
- What happens to sensitive information
- Which tools are approved
- Where human judgment remains mandatory
- How claims are evidenced
- What changes trigger review

A POLICY STATES INTENT. ASSURANCE PROVES OPERATION.

Most firms can describe what they mean to do. Far fewer can show that the controls are current, owned, and working.



THE AI ASSURANCE GAP The distance between what leadership believes, what staff actually do, and what the firm can credibly demonstrate.

THIS IS A REVENUE AND OPERATING ISSUE

The buyer is purchasing confidence that the firm can adopt AI without putting valuable relationships, sensitive information, or professional judgment at unnecessary risk.

REVENUE ASSURANCE

PROTECT REVENUE

Retainers, panel appointments, matters, bids, and contracts can be worth many times the engagement fee.

SAFE ADOPTION

UNLOCK CAPACITY

Clear approved pathways let professionals use AI appropriately instead of waiting, avoiding, or improvising.

ASSURANCE EFFICIENCY

REDUCE FRICTION

A reusable evidence system replaces repeated executive, counsel, security, and procurement effort.

The firm does not need to eliminate AI risk. It needs to bound it, govern it, and answer for it.

FROM IMPROVISED ANSWERS TO 24-HOUR ASSURANCE

The standard is not a binder on a shelf. It is the ability to answer a demanding client quickly, clearly, and honestly.

BEFORE

- Answers assembled from scratch
- Policy language detached from workflows
- Evidence scattered across people and systems
- Senior review repeated for every request

AFTER

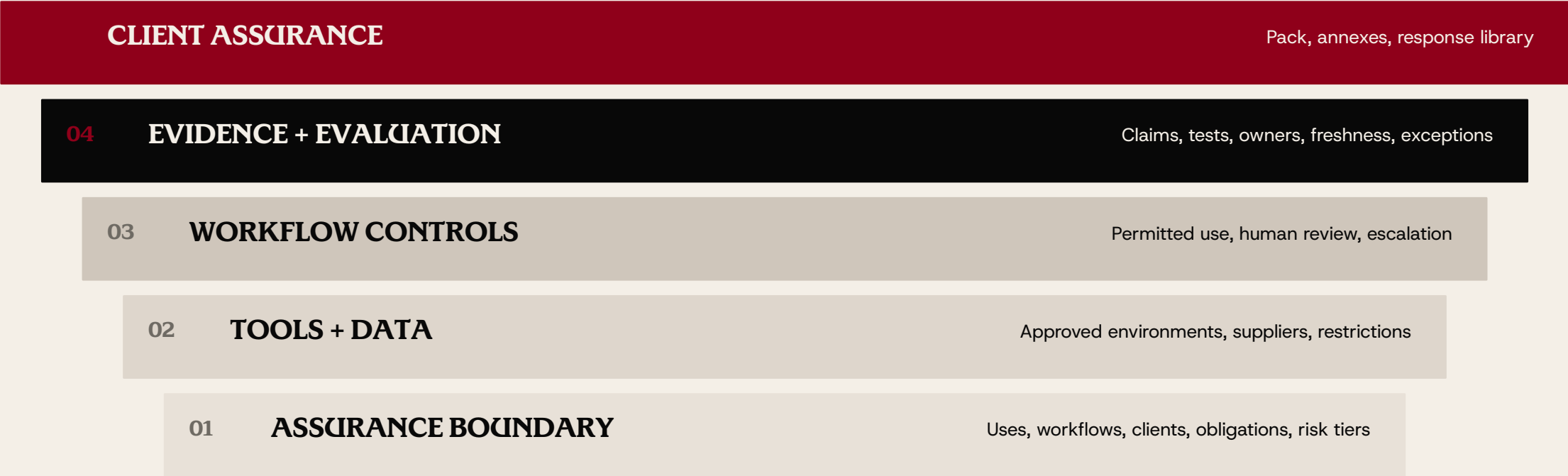
- A clear external position within 24 hours
- Documented controls and accountable owners
- Current evidence linked to every material claim
- Client restrictions recorded and operationalized

24 HOURS

The response-time standard for a realistic assurance request.

THE PACK IS VISIBLE. THE OPERATING SYSTEM MAKES IT TRUE.

A client-ready artifact sits on top of a controlled, testable, maintainable assurance architecture.



CONTINUOUS REVIEW

Material changes reopen affected approvals. Evidence expires. Incidents and exceptions trigger action.

WHAT THE CLIENT CAN ACTUALLY SEE

Concise enough for an executive to send. Specific enough for general counsel, security, procurement, or a prime contractor to evaluate.

AI ASSURANCE
PACK

VERSION 1.0 / CURRENT AS OF
05 AUGUST 2026

Next review / Evidence status
Coverage boundary / Named owner

PETRICHOR.

01	ASSURANCE BOUNDARY	02	AI USE + RISK TIERS
	What is—and is not—covered		Approved, restricted, prohibited
03	SENSITIVE INFORMATION	04	HUMAN ACCOUNTABILITY
	Data handling and tool restrictions		Where judgment remains mandatory
05	QUALITY + EVIDENCE	06	CLIENT RIGHTS
	Testing, provenance, and review		Disclosure, consent, opt-out, restrictions
07	CHANGE + INCIDENTS	08	EVIDENCE INDEX
	Reassessment and notification pathways		Status, expiry, exceptions, next review

CORE POSITION + CLIENT-SPECIFIC ANNEXES

ONE SYSTEM. THREE HIGH-TRUST CONTEXTS.

The architecture remains consistent. The obligation library, workflow patterns, language, and challenge scenario change by sector.

01

COMMUNICATIONS

SENSITIVE INFORMATION

Embargoed news, crisis facts, strategy, executive vulnerabilities

PRIORITY WORKFLOWS

Monitoring, briefing, messaging, media strategy

Protect sensitive retainers

02

LEGAL

SENSITIVE INFORMATION

Privilege, work product, matter files, PII, deal information

PRIORITY WORKFLOWS

Research, drafting, discovery, diligence, summarization

Retain panels and clients

03

GOVERNMENT CONTRACTING

SENSITIVE INFORMATION

FCI/CUI boundaries, proposal data, technical and program information

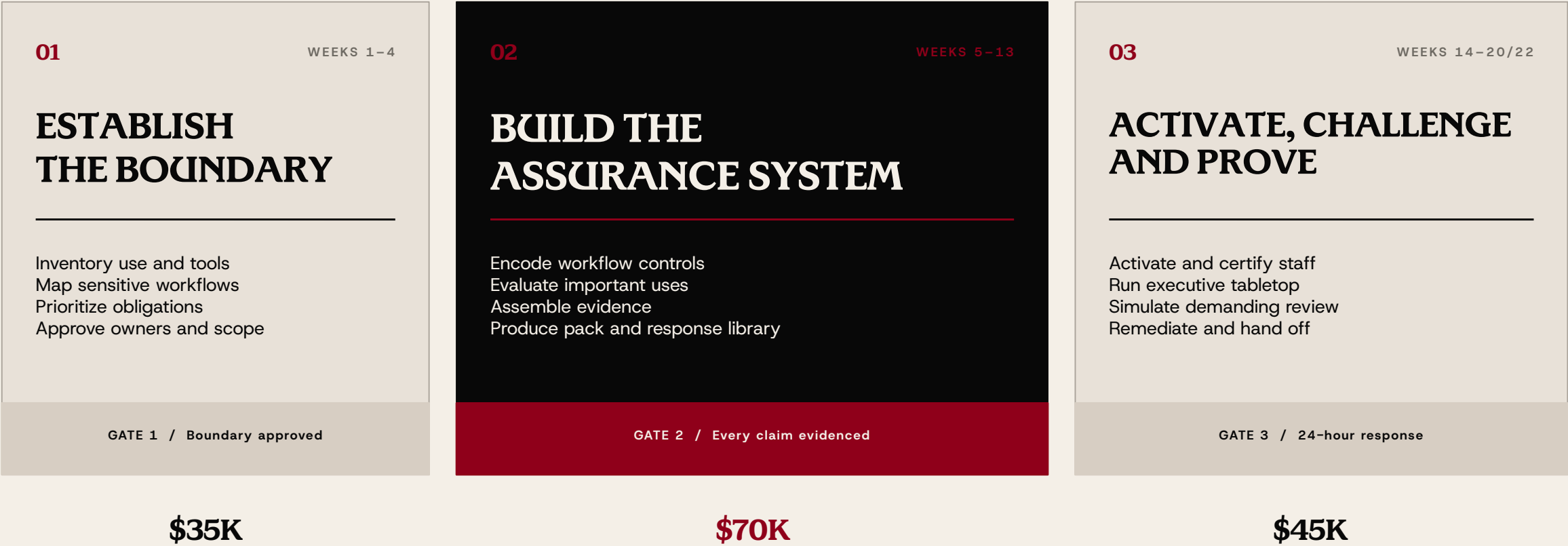
PRIORITY WORKFLOWS

Capture, proposal, research, reporting, knowledge retrieval

Support bid and contract readiness

ESTABLISH. BUILD. PROVE.

A 20–22 week implementation with explicit proof gates—so the buyer sees progress without weakening the final standard.



EVERY MATERIAL CLAIM HAS AN EVIDENCE CHAIN

World-class assurance makes traceability visible—and makes stale or unsupported statements impossible to repeat without review.



FRESH

Evidence has an owner, approval date, expiry date, and defined coverage.

BOUNDED

Every claim states where it applies—and where it stops.

CHALLENGED

High-control uses are tested for the failures that matter in the actual workflow.

REOPENED

Model, vendor, data, workflow, or client changes trigger reassessment.

AN EXPIRED ARTIFACT CANNOT SUPPORT A CURRENT EXTERNAL CLAIM.

GROUND THE INVESTMENT IN CUSTOMER-VALIDATED VALUE

The base case uses capacity, assurance labor, and revenue—not generic breach statistics or invented retention claims.



01	SAFE CAPACITY	\$432K
	Professionals × hours unlocked × value × realization	
02	ASSURANCE LABOR	\$168K
	Events × preparation and review hours × loaded cost	
03	REVENUE INFLUENCED	\$300K
	Revenue at stake × customer-estimated influence × margin	

ACCEPTANCE RULE

Proceed only when the buyer validates at least 4× conservative first-year value.

Illustrative model for qualification—not a market claim or promised return.

MAKE RESPONSIBLE AI USE PROVABLE.

\$150,000

FIXED-FEE FLAGSHIP

20–22 weeks / Up to 8 high-risk workflows / 150 staff
Client-facing pack / Evidence system / Activation / Challenge

START HERE

\$25K DIAGNOSTIC

Three workflows. Executive exposure. Quantified business case. Fully credited if the flagship is contracted within 30 days.

SELECT ONE DEMANDING CLIENT + THREE SENSITIVE WORKFLOWS.