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CLIENT-READY AI ASSURANCE.

Responsible adoption made provable.

A boardroom brief for high-trust firms

COMMUNICATIONS / LEGAL / GOVERNMENT CONTRACTING

PREPARED BY PETRICHOR / AUGUST 2026

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.

> “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.

01

INTENT

Policy, principles, leadership position

→

02

OPERATION

Approved workflows, tools, data boundaries

→

03

EVIDENCE

Owners, tests, records, exceptions, review dates

→

04

ASSURANCE

A client-ready answer that can withstand scrutiny

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.

CLIENT ASSURANCE — Pack, annexes, response library

04 EVIDENCE + EVALUATION — Claims, tests, owners, freshness, exceptions

03 WORKFLOW CONTROLS — Permitted use, human review, escalation

02 TOOLS + DATA — Approved environments, suppliers, restrictions

01 ASSURANCE BOUNDARY — Uses, workflows, clients, obligations, risk tiers

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

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01 ASSURANCE BOUNDARY
What is—and is not—covered

02 AI USE + RISK TIERS
Approved, restricted, prohibited

03 SENSITIVE INFORMATION
Data handling and tool restrictions

04 HUMAN ACCOUNTABILITY
Where judgment remains mandatory

05 QUALITY + EVIDENCE
Testing, provenance, and review

06 CLIENT RIGHTS
Disclosure, consent, opt-out, restrictions

07 CHANGE + INCIDENTS
Reassessment and notification pathways

08 EVIDENCE INDEX
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.

01 — WEEKS 1–4

ESTABLISH THE BOUNDARY

- Inventory use and tools
- Map sensitive workflows
- Prioritize obligations
- Approve owners and scope

GATE 1 / Boundary approved

$35K

02 — WEEKS 5–13

BUILD THE ASSURANCE SYSTEM

- Encode workflow controls
- Evaluate important uses
- Assemble evidence
- Produce pack and response library

GATE 2 / Every claim evidenced

$70K

03 — WEEKS 14–20/22

ACTIVATE, CHALLENGE AND PROVE

- Activate and certify staff
- Run executive tabletop
- Simulate demanding review
- Remediate and hand off

GATE 3 / 24-hour response

$45K

EVERY MATERIAL CLAIM HAS AN EVIDENCE CHAIN

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

01 EXTERNAL CLAIM → 02 USE CASE + RISK TIER → 03 OPERATING CONTROL → 04 ACCOUNTABLE OWNER → 05 CURRENT EVIDENCE → 06 TEST + NEXT 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.

ILLUSTRATIVE QUALIFICATION CASE

$900K

CONSERVATIVE ANNUAL VALUE

$150K PROGRAM

6× GROSS VALUE MULTIPLE

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

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.

petrichorgrowth.com/ai-assurance

Clarity precedes momentum.