

MARKETING BROCHURE • 16 PAGES

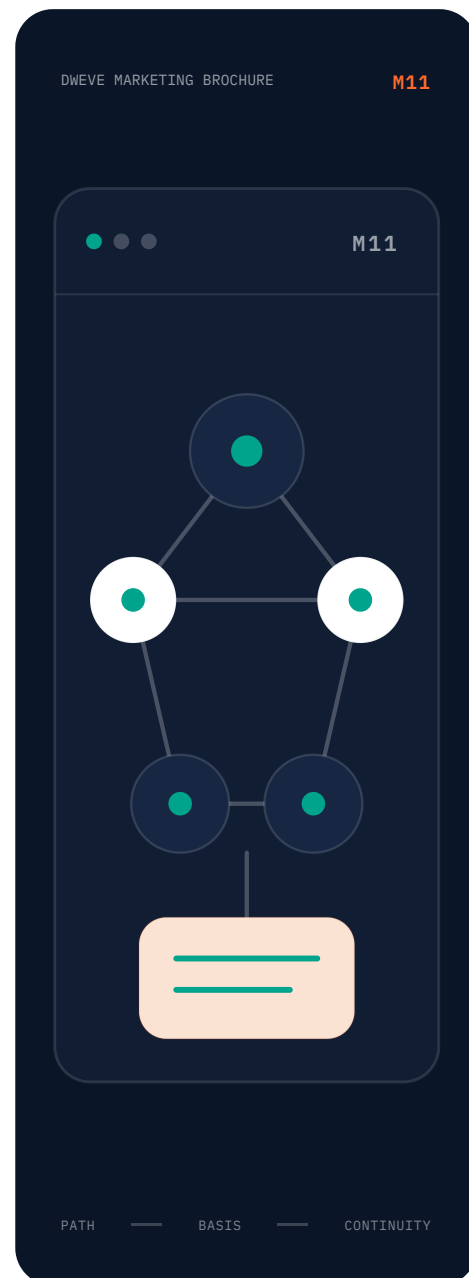
Partner with Dweve

Choose a commercial path, understand the revenue basis, and make joint delivery accountable.

VISUAL BRIEFING

INTEGRATORS, TECHNOLOGY PARTNERS, ADVISORS, AND DELIVERY TEAMS

ENGLISH



A clear partner deal before the first customer promise is made.

M11

THE PROPOSITION

Four partner paths, each tied to real responsibility

Choose the path that matches the work carried in the customer relationship. A higher share means a larger commercial, delivery, support, or programme responsibility.

REGISTERED

10% in year one

An accepted qualified introduction. No continuing tail.

TECHNOLOGY

10% in years 1 to 3 · 5% after

A maintained product, hardware, European infrastructure, or toolchain integration.

CHANNEL

20% in years 1 to 3 · 10% after

Opportunity development, commercial ownership, and coordinated delivery.

STRATEGIC

30% in years 1 to 3 · 15% after

Market access plus substantial delivery, support, or sovereign programme responsibility.

DECISION

Read the promise against the operating reality

The programme rewards the responsibility carried by each route. A registered referral earns 10% in year one only. Technology, channel, and strategic routes start higher and continue at the lower published share while eligibility and the signed relationship continue.

Share follows the responsibility carried. Technology earns 10%, channel 20%, and strategic 30% in years one to three, then 5%, 10%, and 15% thereafter. It is calculated on Dweve's actual collected software revenue after customer discounts, refunds, indirect taxes, credits, and pass-through charges. Partner-delivered services remain 100% partner revenue unless a statement of work says otherwise.

- 10% in year one
- 10% in years 1 to 3 · 5% after
- 20% in years 1 to 3 · 10% after
- 30% in years 1 to 3 · 15% after

QUESTION TO CARRY

Which part of this proposition changes the outcome people receive today?

USE AND FIT

Match the commercial path to the work actually carried

The label does not create entitlement. Registration, accepted influence, continuing responsibility, and the signed partner agreement determine the eligible path.

PATH	BEST FIT	COMMERCIAL SHAPE
Registered	Qualified introduction accepted by Dweve	10% in year one; no tail
Technology	Maintained integration and technical enablement	10% for three years; 5% thereafter
Channel	Pipeline, commercial ownership, and delivery coordination	20% for three years; 10% thereafter
Strategic	Market access and substantial programme responsibility	30% for three years; 15% thereafter

The signed agreement records registration, influence, renewal responsibility, exclusions, and payment timing.

MECHANISM

Separate useful scope from attractive distraction

Select every path that reflects the work you will actually perform. The signed agreement determines registration, influence, revenue share, tail, and renewal responsibility.

A technology partner does not integrate against a brochure. The surface is concrete: Core, Loom, Mesh, and verifiable replay properties. The commercial agreement specifies the maintained integration, registered accounts, revenue base, three-year share, continuing share, support responsibility, and exclusions.

- Registered
- Technology
- Channel
- Strategic

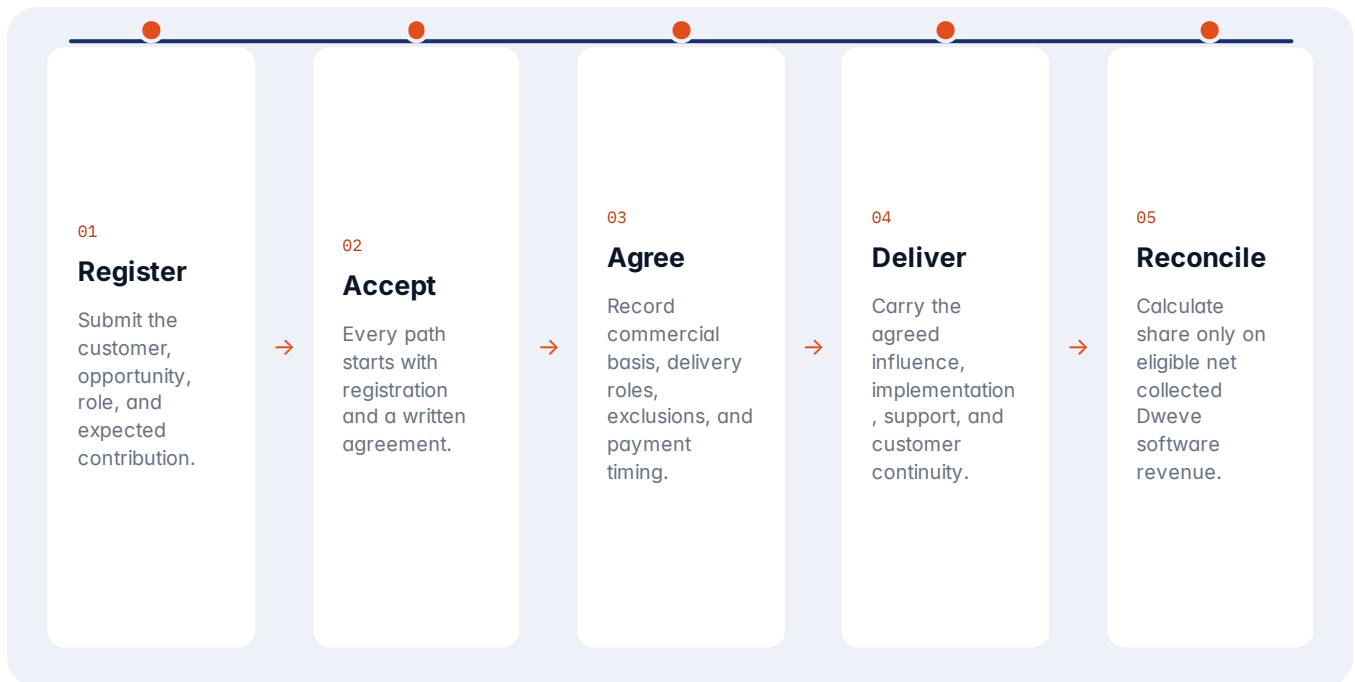
QUESTION TO CARRY

Where does this earn a place, and where should it deliberately not be used?

THE PATH

Register the opportunity before the customer promise

The partner path becomes operational through a visible sequence, not through an informal claim after the deal closes.



Registration and a written agreement come before entitlement.

DECISION

Make every stage earn the next one

Most partner programmes offer one-off commissions. We are betting on long-term relationships instead. Revenue share reflects strategic value and market access. We are at the start of building this ecosystem, so rather than dress it up with logos we do not have, we are direct about it. Each path starts with a conversation.

A technology partner integrates against four layers and one proof surface. Core is CPU-first, around 408K implementations across 12 backends. Loom routes 528 experts sparsely at 96% less energy than a GPU stack. Mesh credits contributed compute against Dweve services. And every output carries a bit-identical replay trace as a product property, not an add-on.

- Register
- Accept
- Agree
- Deliver

QUESTION TO CARRY

What evidence must exist before the scope is allowed to grow?

THE VALUE PICTURE

Keep customer value, partner value, and Dweve revenue distinct

A durable deal works because the customer receives one accountable outcome while each commercial party can see what it owns and what it earns.

CUSTOMER	PARTNER	DWEVE
One accountable outcome • Clear scope and price • Named delivery and support owners • Evidence, continuity, and exit	Share plus owned services • Published software-revenue share • 100% of partner services by default • Separately funded approved MDF	Software and platform responsibility • Software agreement and entitlement • Product updates and Dweve support scope • Net-collected revenue reconciliation

A statement of work may change service allocation, but it must do so explicitly.

MECHANISM	Read the same outcome from several responsibilities	
The first conversation is free and non-binding. If a partner path fits, partner status, revenue share, and any selective access begin only after review and signature of the relevant partner agreement or partnership schedule. Write a short note and a real person will answer in plain words, without a sales pitch or pressure.	Registered referrals receive 10% in year one. Technology, channel, and strategic partners receive 10%, 20%, and 30% in years one to three, followed by 5%, 10%, and 15% while the registered customer relationship remains eligible. Share is calculated on Dweve's actual net collected software revenue after customer discounts, refunds, taxes, credits, and pass-through charges, never on list or pre-discount value.	
• One accountable outcome • Share plus owned services • Software and platform responsibility	QUESTION TO CARRY Can the same result satisfy its user, operator, and reviewer?	

THE OPERATING MODEL

Partner share begins after the real customer economics

The percentage applies to Dweve's actual net collected software revenue. It never applies to list price or a pre-discount headline.

REVENUE BASIS		From customer order to eligible share
CONTRACTED SOFTWARE	The software amount accepted in the customer order	START
CUSTOMER REDUCTIONS	Pre-order, selected term, eligible sovereignty, and negotiated discounts	DEDUCT
ADJUSTMENTS	Refunds, credits, and indirect taxes	DEDUCT
PASS-THROUGH	Third-party model, tool, search, action, and similar charges	DEDUCT
NET COLLECTED	Cash actually collected for eligible Dweve software	BASIS
PARTNER SHARE	10% referral, 10% technology, 20% channel, or 30% strategic, with the applicable continuation	APPLY

The customer's 25% pre-order promotion and other eligible reductions happen before partner share is calculated.

DECISION

Name the controls behind the simple interface

Share is calculated on Dweve's actual net collected software revenue after customer discounts, refunds, indirect taxes, credits, and pass-through charges, never on list or pre-discount value.

- Contracted software
- Customer reductions
- Adjustments
- Pass-through

Share is calculated on actual net collected Dweve software revenue from eligible registered customers, never on a pre-discount list price. A registered referral runs for year one; technology, channel, and strategic paths can continue at their lower published rate. The signed agreement governs attribution, eligibility, and payment.

QUESTION TO CARRY

Who owns each control when the interface appears simple?

THE RESPONSIBILITY FLOW

Services revenue and market funding stay outside the share calculation

Software share, partner services, and market-development funding are separate commercial streams with separate owners.

STAGE	COMMERCIAL STREAM	DEFAULT OWNER	REQUIRED RECORD
01 Dweve software	Eligible net collected software revenue	Dweve, with partner share	Customer order and partner agreement
02 Partner services	Implementation, advisory, migration, and delivery	100% partner revenue unless the SOW says otherwise	Partner SOW and acceptance
03 Market development	Approved campaign or programme activity	Separately proposed, approved, and funded by Dweve	Written MDF approval and evidence

Approved MDF is not deducted from partner share.

MECHANISM

Keep every hand-off attached to an owner

Technology partners can receive scoped technical enablement, a managed demonstration environment, and a direct support channel for approved partner work. Training, certification, response commitments, and market-development funding follow the published offer or signed agreement. Approved market funding is paid separately and is never deducted from partner share.

The maximum 30% partner share is calculated on Dweve's actual net collected software revenue. Customer discounts apply before that calculation; partner-delivered services remain partner revenue unless agreed otherwise.

- Dweve software
- Partner services
- Market development

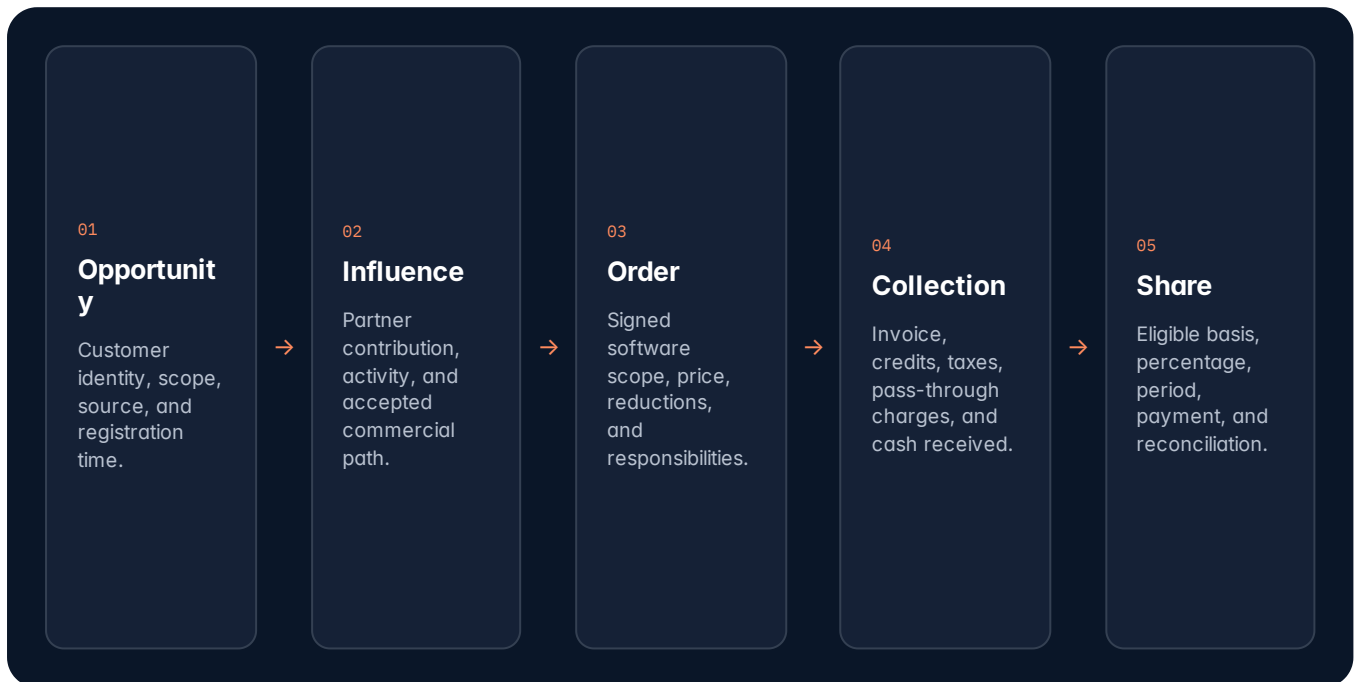
QUESTION TO CARRY

Is every hand-off visible, bounded, and assigned to an owner?

SOURCE TO RESULT

A clean deal record connects influence to collected revenue

Opportunity ownership and payment can be reviewed only when the commercial events stay connected from registration through collection.



The ledger uses the customer contract and actual collection, not a marketing list price.

DECISION

Keep the basis visible as the work changes form

EUR 1M of collected software revenue generates EUR 200K a year for a channel partner in years one to three and EUR 100K a year thereafter, subject to registration and continuing eligibility.

The security surface is not a questionnaire you answer later, it is a set of product properties an engineer can read off the substrate. Data residency in Europe, bit-identical replay, an Ed25519-signed Knot ledger with a per-run Merkle root, GDPR by design, and explainable output from discrete binary constraints. Knot is open source on github.com/dweve-ai under Apache 2.0.

- Opportunity
- Influence
- Order
- Collection

QUESTION TO CARRY

Can the result still be connected to the exact basis that shaped it?

EVIDENCE PACKET

Retain the facts that make a partner payment explainable

A compact record prevents disputes over ownership, discount timing, renewal responsibility, and the amount actually collected.

PARTNER RECORD		Minimum reconciliation packet
REGISTRATION	Customer, opportunity, timestamp, acceptance, and conflicts	PIN
AGREEMENT	Path, opening rate, tail, eligible revenue, and exclusions	SIGN
CONTRIBUTION	Influence, delivery role, support, and renewal responsibility	KEEP
CUSTOMER ECONOMICS	Discounts, refunds, taxes, credits, and pass-through charges	JOIN
COLLECTION	Eligible cash received and the applied share period	PAY
Payment timing and dispute handling follow the signed partner agreement.		

MECHANISM

Preserve the record needed by the next question

You are evaluating what you would actually integrate against and which responsibility you will carry. The commercial contracts sit on top of the technical surface with explicit registration, net-collected-revenue, delivery, support, renewal, and continuing-share rules.

The selective-access reduction replaces every other discount for the approved scope. It does not stack with pre-order, multi-year, sovereignty, partner, campaign, or other negotiated reductions. 'Up to' is deliberate: the final percentage, products, services, term, limits, milestones, and review dates are written into the partnership schedule.

- Registration
- Agreement
- Contribution
- Customer economics

QUESTION TO CARRY

Does the retained record answer the next difficult question without reconstruction?

DEPLOYMENT CHOICE

Partner responsibility changes with the customer access model

Managed customers use Fabric and its business surfaces. Direct operation of Core and the platform products belongs to licensed customer infrastructure.

BUSINESS WORKSPACE

Use managed access surfaces

- Fabric web app, business API, and Agent SDK
- Nexus and Spindle capabilities through Fabric and public Mesh
- Aura is a separate CLI coding agent; no Core or direct product operation

LICENSED

Operate products directly

- Customer-controlled infrastructure
- Products and estates defined by tier
- Core and direct product operation are licensed

ISOLATED

Close the licensed environment

- Air-gap plan and commissioning
- Controlled updates and local continuity
- Responsibilities stated in the agreement

A partner must quote and deliver against the selected access model, not blur managed use into product ownership.

DECISION

Compare operating responsibility, not location alone

Managed customers use Fabric, its business API and Agent SDK on the public Dweve Mesh. A licensed deployment adds direct operation of Core and the platform products on customer-controlled infrastructure. Key custody, updates, logs, product access, and source rights follow that boundary.

Managed Fabric runs within the contracted processing boundary on Dweve's public Mesh. Licensed customers operate the products directly on their chosen infrastructure, including isolated environments.

- Use managed access surfaces
- Operate products directly
- Close the licensed environment

QUESTION TO CARRY

Who holds infrastructure, keys, updates, logs, recovery, and the exit path?

WHAT TO LOOK FOR

Partner enablement is concrete, scoped, and usable in delivery

The current programme combines technical learning, a product-specific demonstration environment, an engineering question path, and separately approved market-development support.

TRAIN

Technical training

Role-based training and certification is available at the published rate, or can be included explicitly in the partner agreement.

DEMO

Demo environment

A managed demonstration environment for approved partner work, prepared around the agreed product surface.

BY AGREEMENT

Engineering support

A direct channel to Dweve engineers, with technical questions answered in writing.

MKTG

Market-development funds

Joint marketing and co-branded material can be proposed through a separately approved market-development budget.

MECHANISM

Use signals that can change the next decision

Universities can receive scoped access to named products, research environments, open projects, and specifically agreed code. In return, a programme can define accepted compute, joint research, publications, and contributions. Access, credits, IP, confidentiality, and support are written down for each programme; commercial-platform source rights are never implied.

Every output is reproducible byte for byte. The trace carries the source, the rule, and the owner, so a partner can audit any result after the fact.

- Technical training
- Demo environment
- Engineering support
- Market-development funds

QUESTION TO CARRY

Which signals would change the next decision rather than merely impress the room?

HONEST LIMITS

Resolve the failure cases before they become a customer dispute

The partner agreement should make predictable commercial and delivery conflicts explicit.

FAILURE CASE	REQUIRED DECISION	EVIDENCE
Duplicate registration	Which accepted registration owns the opportunity?	Timestamp, customer scope, and conflict decision
Partner role changes	Does the path or continuing share still match the work?	Written amendment and responsibility record
Customer discount or refund	What remains in eligible net collected revenue?	Customer discounts, refunds, taxes, credits, and pass-through charges
Delivery breakdown	Who recovers the customer outcome?	Escalation, action owner, and acceptance record
Renewal without responsibility	Does continuing-share eligibility remain?	Renewal contribution and signed terms

The signed agreement governs edge cases; the brochure exposes the questions that agreement must answer.

DECISION

Design the failure before presenting the success

Imagine a helper that, whenever it gives you an answer, can also tell you exactly why, in words you understand. That is the idea behind Dweve. It keeps your information close to home, in Europe, and it never pretends to know more than it does. We are early, and we would rather be honest about that than make big promises. Everything here is in plain words.

Four partner routes, one actual-net-collected revenue basis, and explicit terms for every route. Here is the commercial programme on a single page.

- Duplicate registration
- Partner role changes
- Customer discount or refund
- Delivery breakdown

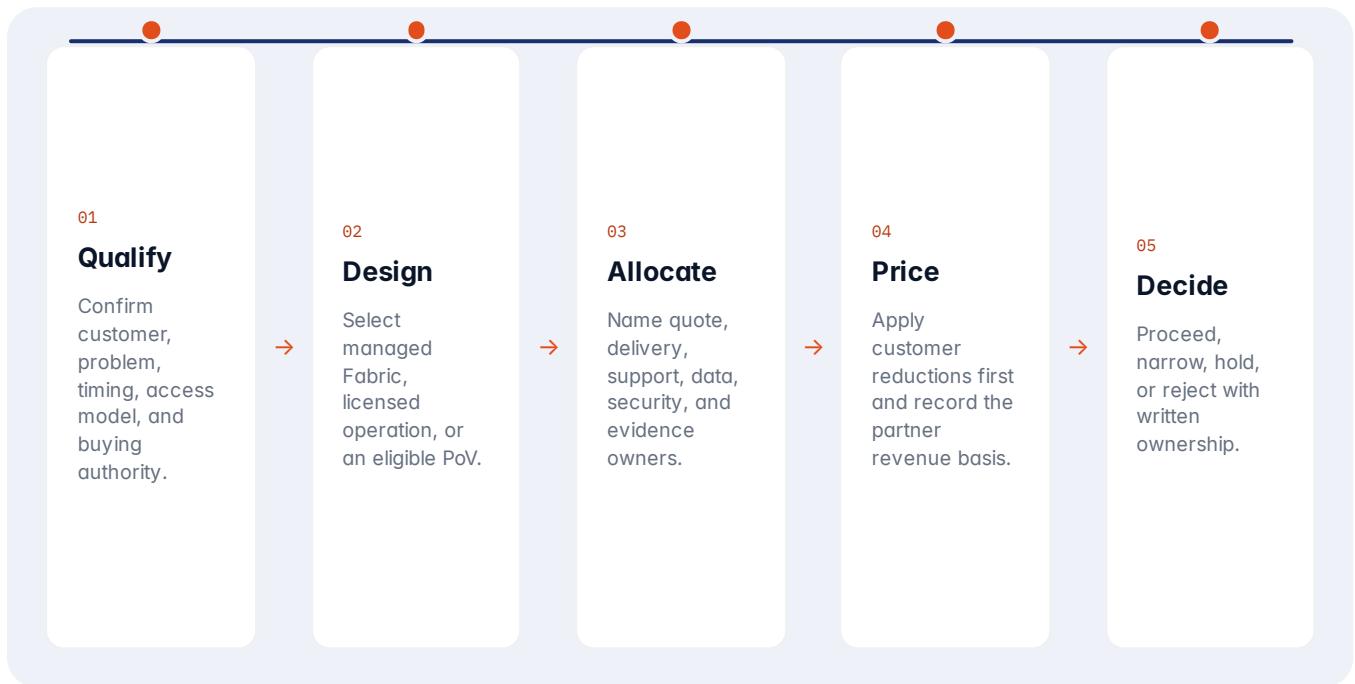
QUESTION TO CARRY

What happens when a source, permission, target, model, or supplier is unavailable?

ACCEPTANCE PATH

Close every joint pursuit with an explicit commercial decision

A joint opportunity moves forward only when the customer scope, access model, responsibilities, and economics are agreed.



No customer promise should depend on an unresolved commercial boundary.

MECHANISM

Close the proof with an owned decision

For a research lab, the academic path is a written exchange routed through the federated Mesh. The agreement names the research environments, accepted compute, service credits, collaboration, publication, IP, confidentiality, and any specifically granted code access. It does not automatically grant the complete commercial platform or its operational source.

The approved reduction can cover every Dweve fee inside the agreed research, teaching, or Mesh-contribution scope. Hardware, infrastructure, taxes, and third-party services remain outside it.

- Qualify
- Design
- Allocate
- Price

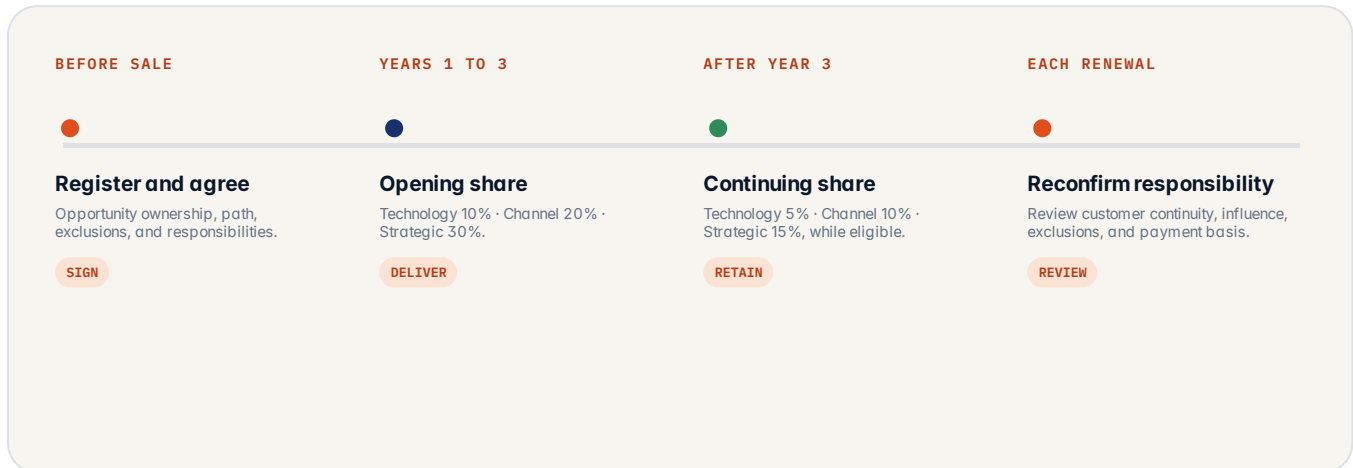
QUESTION TO CARRY

Are success, counter-metrics, failure cases, and stop conditions agreed first?

ADOPTION

Continuing share follows continuing customer responsibility

Technology, channel, and strategic paths carry a lower continuing rate after year three while the registered customer relationship remains eligible.



Registered referrals are different: 10% in year one with no tail.

DECISION

Expand only what proved reusable

Each route states the opening share, continuing share, eligible customer contribution, and revenue basis. Registered referrals end after year one. Technology, channel, and strategic routes continue at the lower rate while the registered relationship remains eligible under the signed agreement.

Registered referral: 10% in year one only. Technology, channel, and strategic: higher share in years one to three, followed by the lower share while eligible.

- Register and agree
- Opening share
- Continuing share
- Reconfirm responsibility

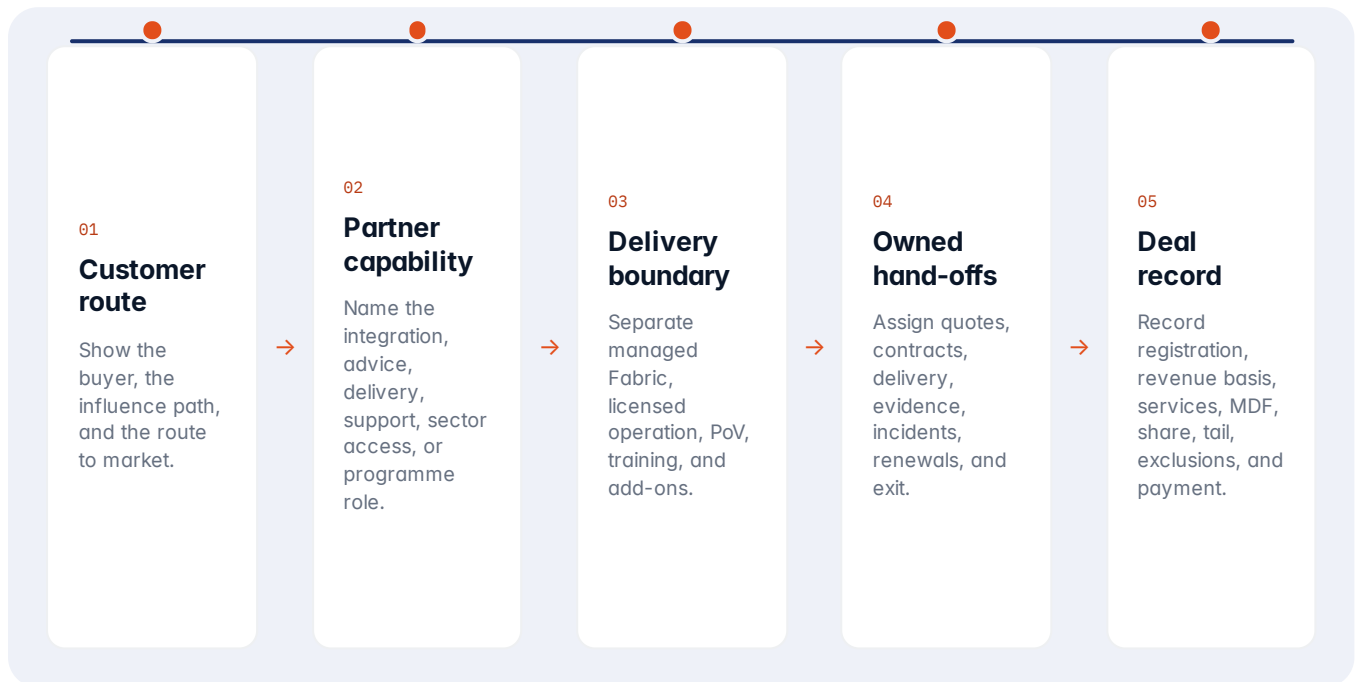
QUESTION TO CARRY

What can be reused safely, and what requires a new decision and proof?

WHAT TO PREPARE

Bring enough commercial reality for a useful partner conversation

A partner discussion becomes concrete when the opportunity, route to market, delivery capability, and customer responsibility are visible.



One connected route turns a broad partnership conversation into a deal that can be reviewed and delivered.

MECHANISM

Bring enough reality to make the session useful

Apply for commercial partnership or research collaboration. We are seeking European partners to build the sovereign AI ecosystem. Tell us which category fits and what you have in mind, and we will start a real conversation.

The first step is a working conversation about the customer, the responsibility you will carry, and the product surface you can strengthen.

- Customer route
- Partner capability
- Delivery boundary
- Owned hand-offs

QUESTION TO CARRY

Which real sources, rules, owners, and examples will make the first session honest?

THE INVITATION

Continue with the question that matters

Scope a briefing, demonstration, or proof around the workflow and decision that matter to your organisation.

● **dweve.com/contact**



ONE MAINTAINED PUBLIC ROUTE
Current contact choices stay on the website

START A CONVERSATION

Continue through the current contact page

Scope a workflow or ask a technical question, then use the contact page to begin.

START	dweve.com/contact Use the maintained public contact route
BRING	One bounded question Workflow, audience, decision, and desired evidence
CHOOSE	Briefing · demonstration · PoV Select the smallest useful next step
VERIFY	Current scope and terms Confirm availability, pricing, and responsibilities before commitment

CONTINUE ONLINE

dweve.com/contact

Current route and contact choices

DECISION

Turn the brochure into one bounded next step

A small number of startups, schools, universities, and research organisations can receive exceptional pricing through a signed collaboration. Selection is case by case. The discount reflects the quality of the idea, the intended use of Dweve, the value of the proposed contribution, and the work both sides commit to deliver.

No technical talk here. Dweve is a European company that builds a helper for computers. The thing that makes it different is simple: it can always explain why it gave an answer, and it keeps your information close to home. We are early, and we are honest about it.

- Start: [dweve.com/contact](#)
- Bring: One bounded question
- Choose: Briefing · demonstration · PoV
- Verify: Current scope and terms

QUESTION TO CARRY

What is the smallest useful next conversation Dweve should prepare?