

FOUNDATION AND DECISION GUIDE · F16

Pricing, licensing, and commercial models

Published rates plus the products, usage, rights, deployment, support, responsibility, reductions, and contract conditions behind them.

DECISION

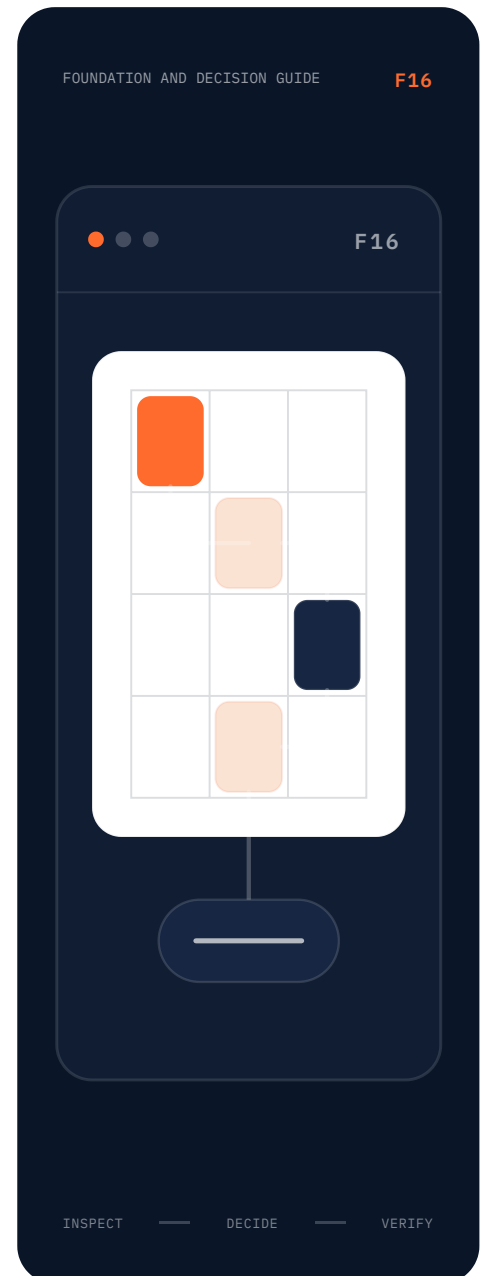
SCOPE

EVIDENCE

OWNERSHIP

PROOF

EXIT



A complete guide to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

F16

CONTENTS

From the first question to a defensible decision

This 36-page guide turns 13 owned topics into an explanation, evidence requirement, proof challenge, and closing decision record.

PRIMARY READERS

Commercial, procurement and budget owners

READING DEPTH

Commercial

DECISION THIS SUPPORTS

Understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

01

Read this first

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Audience, reader decision, canonical boundary, terms, and guide-specific factual spotlight

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Understand the decision and its language

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Training and certification · Commercial responsibility and selection · Quote and change-control checklist

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verification records and closing decision package

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Subject index

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An alphabetical finder for concepts, controls, products, and decisions.

TARGET LENGTH

8,000–11,000 words.. Page count varies with the number and depth of topics rather than forcing every subject into the same shell.

SOURCE DISCIPLINE

Dweve-specific facts are taken directly from the English website text audited 2026-07-20; web-navigation wording is humanised for print. Evaluation guidance is editorial, and scenarios and derived visuals are illustrative. Unsupported synthesis is replaced by canonical copy or omitted.

READ THIS FIRST • READER DECISION

Who should use this guide, and what decision it supports

buyers, finance, procurement, legal, IT leadership, programme sponsors, and individuals comparing access options.

Understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

The worked scenario is a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. It is illustrative and deliberately bounded. Replace it with the organisation's actual workflow, systems, data, sources, policies, roles, infrastructure, commercial conditions and consequences while preserving the evidence discipline.

The guide's concrete output is a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence. Use the chapter explanation pages to align language, the evidence pages to create acceptance records, and any challenge pages to test whether the boundary survives missing assumptions and failure. End in a named decision, not an attractive summary.

PERSONAL / FAMILY

Verification question; can Dweve substantiate this proposition in the current product, website, demonstration, or written agreement: "EUR 19 / EUR 47.50"?

Current guide lens; verify source and scope.

API

EUR 0.20 / 1M tokens

Current guide lens; verify source and scope.

BUSINESS WORKSPACE

EUR 299+ / month

Current guide lens; verify source and scope.

LICENSED

EUR 100K+ / year

Current guide lens; verify source and scope.

PRIMARY RISK

Comparing EUR per token, a monthly workspace and an annual owned deployment as if they buy the same responsibility creates a false total-cost conclusion. Published rates can also change before procurement or be subject to scope and agreement.

READ THIS FIRST • DISCIPLINE

How to read claims, evidence, responsibility, and status

The website is the only factual source for this edition. The guide adds explanation, architecture and proof requirements without inventing current product, regulatory, assurance, commercial, or customer-result facts.

Six evidence layers

A published description states a current proposition. Delivered software and documentation show what is available in a selected version. Customer configuration shows how it is used. An observed run shows one result. Independent assurance has scope, method and date. A written agreement creates commercial commitments and remedies.

Responsibility stays explicit

The relevant owners include buyer and budget owner, finance/FinOps, procurement, legal, IT/service owner, infrastructure/operations, security, product/workload owner, Dweve commercial contact and authorised approvers. The supplier can provide product, evidence and commitments; customer owners still decide purpose, source and policy authority, professional or domain judgement, acceptable risk, infrastructure, staffing, affected-person treatment and production reliance.

Status and strong statements

Measured claims stay tied to workload, hardware and method. Research remains research. Alignment is not certification. "Open" is verified per component and licence. Pricing is re-audited at release. Roadmap and availability are not assumed. Conflicts or ambiguity become diligence items.

LAYER	EVIDENCE	CANNOT ESTABLISH ALONE
Website	website copy + captured date	Delivery, fit, contract
Delivery	Manifest + docs + artefacts	Customer result
Configuration	Data/roles/policy/posture	Operating outcome
Run	Raw output + target + packet	General performance
Assurance	Scoped test/report + findings	Universal security/compliance
Agreement	Rights + duties + remedy	Technical behaviour without test

Keep the layers separate in every chapter and decision record.

READING RULE

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READ THIS FIRST • CANONICAL SPOTLIGHT

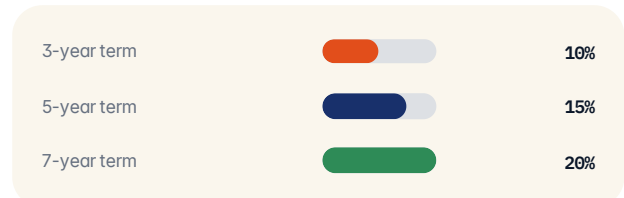
The July 2026 published rate board

The public rates now reconcile across personal access, API units, Business Workspace packages, licences, PoVs, and long-term programmes.

Fabric Personal is EUR 19 monthly or EUR 14.25 pre-order for one named person on one active device; its individual compute route begins after month one. Fabric Family is EUR 47.50 monthly or EUR 35.63 pre-order for five named people, one device each, priced like 2.5 Personal subscriptions. The compute route does not replace a Family subscription. API rates per 1M tokens are EUR 0.20 input, EUR 0.04 cached input, and EUR 0.40 output; pre-order rates are EUR 0.15, EUR 0.03, and EUR 0.30. Cache writes use normal input once; third-party charges are separate.

Independent Builder costs EUR 99 per month, or EUR 74.25 on an eligible pre-order, for one named developer on one active device. It includes unlimited interactive Fabric web/app and separate Aura CLI use under fair use, with no direct API or Agent SDK. Business Workspace packages add the business API and Agent SDK. Customers use managed Nexus and Spindle capabilities through Fabric and the public Dweve Mesh, while Aura remains a separate CLI coding agent; they do not operate those products directly, and Core is not included. Starter, Professional, Business, and Enterprise cost EUR 299, EUR 999, EUR 2,999, and EUR 9,999, with 1.495B, 5.25B, 16.25B, and 55.5B monthly input-equivalent tokens.

Controlled, Autonomous, and Independent are Government & Critical Infrastructure package tiers. Every tier carries the full licensed platform in a customer-operated, physically isolated estate. The difference is source access, modification rights, technology transfer, and the independence path. List prices are EUR 2,000,000, EUR 4,000,000, and EUR 6,000,000 per year, with 25 percent pre-order pricing on all three.



One term reduction stacks after the 25% pre-order promotion. The three term reductions are alternatives, not cumulative with each other.

GUIDE-SPECIFIC PROOF

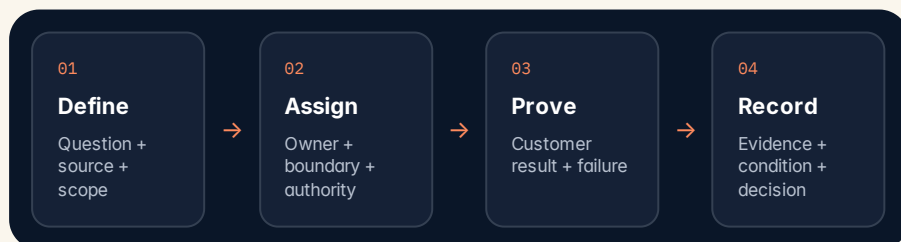
Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint.

01

PRICING, LICENSING, AND COMMERCIAL MODELS

Understand the decision and its language

Define the real question, current state, responsibilities, source claims, and the artefact this guide must produce.



The same evidence discipline applies to every chapter in the section.

CHAPTER 01 • EXPLAIN

Choose responsibility before price

personal, metered API, managed Fabric, licensed product operation, or Government and Critical Infrastructure programme.

This chapter owns a specific part of the reader's decision: personal, metered API, managed Fabric, licensed product operation, or Government and Critical Infrastructure programme.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Choose responsibility before price", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Pricing is publication-sensitive. This July 2026 source edition reproduces the current local website, but every release and quote must re-audit the live canonical pages. "From", pre-order, allowance, tier inclusion, unlimited use, source/modification rights, reductions, tax and bespoke terms keep their stated conditions. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Personal

Define the exact proposition and current authoritative source.

LENS 2

Metered API

Name the responsible person, system, dependency, and version.

LENS 3

Managed Fabric

Specify the evidence and how an independent reviewer checks it.

LENS 4

Licensed product operation

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 01 • APPLY

Turn “Choose responsibility before price” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, personal, metered API, managed Fabric, licensed product operation, or Government and Critical Infrastructure programme., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant source and version, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for choose responsibility before price; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

CHAPTER 02 • EXPLAIN

Published-price reading rules

currency, cadence, “from”, list versus pre-order, allowance, usage, products, rights, support, and tax/contract caveats stated by the site.

This chapter owns a specific part of the reader’s decision: currency, cadence, “from”, list versus pre-order, allowance, usage, products, rights, support, and tax/contract caveats stated by the site.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to “Published-price reading rules”, the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Pricing is publication-sensitive. This July 2026 source edition reproduces the current local website, but every release and quote must re-audit the live canonical pages. “From”, pre-order, allowance, tier inclusion, unlimited use, source/modification rights, reductions, tax and bespoke terms keep their stated conditions. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Currency

Define the exact proposition and current authoritative source.

LENS 2

Cadence

Name the responsible person, system, dependency, and version.

LENS 3

“from”

Specify the evidence and how an independent reviewer checks it.

LENS 4

List versus pre-order

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 02 • APPLY

Turn “Published-price reading rules” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, currency, cadence, “from”, list versus pre-order, allowance, usage, products, rights, support, and tax/contract caveats stated by the site., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant delivered mechanism, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

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QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for published-price reading rules; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

CHAPTER 03 • EXPLAIN

Personal and Family access

Fabric Personal and Fabric Family, their current monthly and pre-order prices, one named person versus five named people, one active device per person, the price-of-2.5 basis, the individual-only spare-compute option after Personal's first paid month, and the fact that this route does not replace Family.

This chapter owns a specific part of the reader's decision: fabric Personal and Fabric Family, their current monthly and pre-order prices, one named person versus five named people, one active device per person, the price-of-2.5 basis, the individual-only spare-compute option after Personal's first paid month, and the fact that this route does not replace Family.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Personal and Family access", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

Fabric Personal

Define the exact proposition and current authoritative source.

LENS 2

Fabric Family

Name the responsible person, system, dependency, and version.

LENS 3

Their current monthly

Specify the evidence and how an independent reviewer checks it.

LENS 4

Pre-order prices

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 03 • APPLY

Turn “Personal and Family access” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, fabric Personal and Fabric Family, their current monthly and pre-order prices, one named person versus five named people, one active device per person, the price-of-2.5 basis, the individual-only spare-compute option after Personal's first paid month, and the fact that this route does not replace Family., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant customer configuration, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

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QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for personal and family access; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

CHAPTER 04 • EXPLAIN

Independent Builder and API access

one named developer and one active device, Aura CLI and Fabric web/app fair use, direct-API exclusion, input/cached-input/output units, cache-write rule, pre-order rates, pass-throughs, and application-traffic boundary.

This chapter owns a specific part of the reader's decision: one named developer and one active device, Aura CLI and Fabric web/app fair use, direct-API exclusion, input/cached-input/output units, cache-write rule, pre-order rates, pass-throughs, and application-traffic boundary.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Independent Builder and API access", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

One named developer

Define the exact proposition and current authoritative source.

LENS 2

One active device

Name the responsible person, system, dependency, and version.

LENS 3

Aura CLI

Specify the evidence and how an independent reviewer checks it.

LENS 4

Fabric web/app fair use

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 04 • APPLY

Turn “Independent Builder and API access” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, one named developer and one active device, Aura CLI and Fabric web/app fair use, direct-API exclusion, input/cached-input/output units, cache-write rule, pre-order rates, pass-throughs, and application-traffic boundary., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant observed operation, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for independent builder and api access; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

CHAPTER 05 • EXPLAIN

Business Workspace packages

current Starter, Professional, Business, and Enterprise prices, named users, team environments, input-equivalent allowances, administration, support, overage opt-in, and Dweve's public-Mesh operating responsibility.

This chapter owns a specific part of the reader's decision: current Starter, Professional, Business, and Enterprise prices, named users, team environments, input-equivalent allowances, administration, support, overage opt-in, and Dweve's public-Mesh operating responsibility.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Business Workspace packages", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

Current Starter

Define the exact proposition and current authoritative source.

LENS 2

Professional

Name the responsible person, system, dependency, and version.

LENS 3

Business

Specify the evidence and how an independent reviewer checks it.

LENS 4

And Enterprise prices

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 05 • APPLY

Turn “Business Workspace packages” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, current Starter, Professional, Business, and Enterprise prices, named users, team environments, input-equivalent allowances, administration, support, overage opt-in, and Dweve's public-Mesh operating responsibility., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant contract and assurance, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for business workspace packages; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

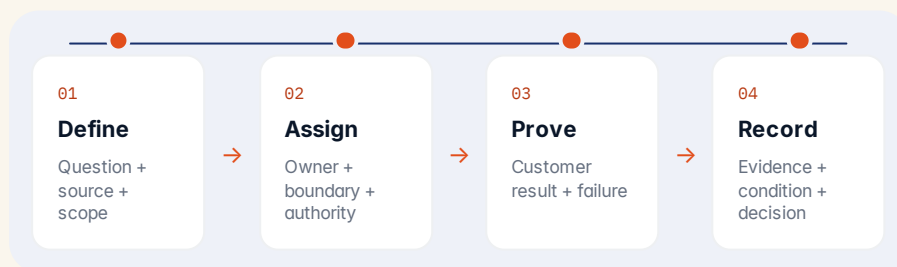
Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

02

PRICING, LICENSING, AND COMMERCIAL MODELS

Define the mechanism, controls, and evidence

Turn architecture and policy language into versions, owners, boundaries, tests, records, failures, and explicit limitations.



The same evidence discipline applies to every chapter in the section.

CHAPTER 06 • EXPLAIN

Licensed business tiers

current annual tiers, eight-product scope, production estates, customer operation, unlimited internal use, included escrow where stated, and exclusions including Kera and operational source rights.

This chapter owns a specific part of the reader's decision: current annual tiers, eight-product scope, production estates, customer operation, unlimited internal use, included escrow where stated, and exclusions including Kera and operational source rights.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Licensed business tiers", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

Current annual tiers

Define the exact proposition and current authoritative source.

LENS 2

Eight-product scope

Name the responsible person, system, dependency, and version.

LENS 3

Production estates

Specify the evidence and how an independent reviewer checks it.

LENS 4

Customer operation

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 06 • APPLY

Turn “Licensed business tiers” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, current annual tiers, eight-product scope, production estates, customer operation, unlimited internal use, included escrow where stated, and exclusions including Kera and operational source rights., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant source and version, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for licensed business tiers; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

CHAPTER 07 • EXPLAIN

Proof of Value offers

Solution, Enterprise, and Critical Infrastructure price, duration, fixed scope, acceptance record, production boundary, conversion window, and full credit of the amount actually paid.

This chapter owns a specific part of the reader's decision: solution, Enterprise, and Critical Infrastructure price, duration, fixed scope, acceptance record, production boundary, conversion window, and full credit of the amount actually paid.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Proof of Value offers", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

Solution

Define the exact proposition and current authoritative source.

LENS 2

Enterprise

Name the responsible person, system, dependency, and version.

LENS 3

And Critical Infrastructure price

Specify the evidence and how an independent reviewer checks it.

LENS 4

Duration

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 07 • APPLY

Turn “Proof of Value offers” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, solution, Enterprise, and Critical Infrastructure price, duration, fixed scope, acceptance record, production boundary, conversion window, and full credit of the amount actually paid., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant delivered mechanism, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for proof of value offers; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

CHAPTER 08 • EXPLAIN

Pre-order and duration reductions

25% for the life of the uninterrupted eligible contract, one multi-year reduction, eligible sovereignty reduction, order of operations, and explicit stacking.

This chapter owns a specific part of the reader's decision: 25% for the life of the uninterrupted eligible contract, one multi-year reduction, eligible sovereignty reduction, order of operations, and explicit stacking.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Pre-order and duration reductions", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

25% for the life of the uninterrupted eligible contract

Define the exact proposition and current authoritative source.

LENS 2

One multi-year reduction

Name the responsible person, system, dependency, and version.

LENS 3

Eligible sovereignty reduction

Specify the evidence and how an independent reviewer checks it.

LENS 4

Order of operations

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 08 • APPLY

Turn “Pre-order and duration reductions” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, 25% for the life of the uninterrupted eligible contract, one multi-year reduction, eligible sovereignty reduction, order of operations, and explicit stacking., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant customer configuration, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for pre-order and duration reductions; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

CHAPTER 09 • EXPLAIN

Government and Critical Infrastructure programmes

Controlled, Autonomous, and Independent annual levels, air-gap posture, source and modification rights, technology transfer, and the qualifying sovereignty reduction.

This chapter owns a specific part of the reader's decision: controlled, Autonomous, and Independent annual levels, air-gap posture, source and modification rights, technology transfer, and the qualifying sovereignty reduction.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Government and Critical Infrastructure programmes", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

Controlled

Define the exact proposition and current authoritative source.

LENS 2

Autonomous

Name the responsible person, system, dependency, and version.

LENS 3

And Independent annual levels

Specify the evidence and how an independent reviewer checks it.

LENS 4

Air-gap posture

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 09 • APPLY

Turn “Government and Critical Infrastructure programmes” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, controlled, Autonomous, and Independent annual levels, air-gap posture, source and modification rights, technology transfer, and the qualifying sovereignty reduction., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant observed operation, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for government and critical infrastructure programmes; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

CHAPTER 10 • EXPLAIN

Add-ons and high-value rights

escrow, source review, operational source and internal modification at 200% of the base annual licence or 150% during pre-order with no fixed-price alternative, managed customer fork, deployment, air gap, Kera, support, engineering, and additional estates with eligibility and non-compete boundaries; no separate perpetual-rights add-on remains.

This chapter owns a specific part of the reader's decision: escrow, source review, operational source and internal modification at 200% of the base annual licence or 150% during pre-order with no fixed-price alternative, managed customer fork, deployment, air gap, Kera, support, engineering, and additional estates with eligibility and non-compete boundaries; no separate perpetual-rights add-on remains.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Add-ons and high-value rights", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

Escrow

Define the exact proposition and current authoritative source.

LENS 2

Source review

Name the responsible person, system, dependency, and version.

LENS 3

Operational source

Specify the evidence and how an independent reviewer checks it.

LENS 4

Internal modification at 200% of the base annual licence or 150% during pre-order with no fixed-price alternative

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 10 • APPLY

Turn “Add-ons and high-value rights” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, escrow, source review, operational source and internal modification at 200% of the base annual licence or 150% during pre-order with no fixed-price alternative, managed customer fork, deployment, air gap, Kera, support, engineering, and additional estates with eligibility and non-compete boundaries; no separate perpetual-rights add-on remains., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant contract and assurance, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for add-ons and high-value rights; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

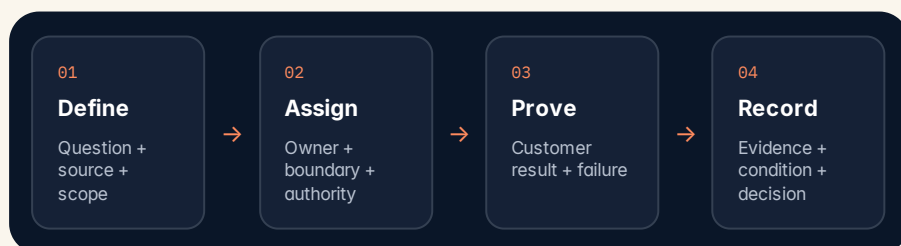
Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

03

PRICING, LICENSING, AND COMMERCIAL MODELS

Prove adoption, operation, continuity, and exit

Use customer evidence, challenge, recovery, diligence, commercial terms, and a signed decision before expanding reliance.



The same evidence discipline applies to every chapter in the section.

CHAPTER 11 • EXPLAIN

Training and certification

Instructor-led figures are per participant. Private cohorts cover up to 12 participants. The 25% pre-order promotion applies to courses, cohorts, and exams while enrolment is in pre-order.

This chapter owns a specific part of the reader's decision: the five tracks, duration, per-participant instruction, private cohorts up to 12, separately purchased exams, free self-study, and the eligible pre-order promotion.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Training and certification", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

The five tracks

Define the exact proposition and current authoritative source.

LENS 2

Duration

Name the responsible person, system, dependency, and version.

LENS 3

Per-participant instruction

Specify the evidence and how an independent reviewer checks it.

LENS 4

Private cohorts up to 12

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 11 • APPLY

Turn “Training and certification” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, the five tracks, duration, per-participant instruction, private cohorts up to 12, separately purchased exams, free self-study, and the eligible pre-order promotion., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant source and version, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for training and certification; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

CHAPTER 12 • EXPLAIN

Commercial responsibility and selection

operator, hardware, keys, updates, support, source rights, usage charge, service perimeter, continuity, and illustrative personal, builder, team, API, licensed, and disconnected cases.

This chapter owns a specific part of the reader's decision: operator, hardware, keys, updates, support, source rights, usage charge, service perimeter, continuity, and illustrative personal, builder, team, API, licensed, and disconnected cases.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Commercial responsibility and selection", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Pricing is publication-sensitive. This July 2026 source edition reproduces the current local website, but every release and quote must re-audit the live canonical pages. "From", pre-order, allowance, tier inclusion, unlimited use, source/modification rights, reductions, tax and bespoke terms keep their stated conditions. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Operator

Define the exact proposition and current authoritative source.

LENS 2

Hardware

Name the responsible person, system, dependency, and version.

LENS 3

Keys

Specify the evidence and how an independent reviewer checks it.

LENS 4

Updates

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 12 • APPLY

Turn “Commercial responsibility and selection” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, operator, hardware, keys, updates, support, source rights, usage charge, service perimeter, continuity, and illustrative personal, builder, team, API, licensed, and disconnected cases., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant delivered mechanism, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for commercial responsibility and selection; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

CHAPTER 13 • EXPLAIN

Quote and change-control checklist

users, devices, surfaces, workload, allowances, products, sites, posture, rights, support, PoV, training, term, reductions, onboarding, acceptance, tax, external charges, and an immediate release-date re-audit.

This chapter owns a specific part of the reader's decision: users, devices, surfaces, workload, allowances, products, sites, posture, rights, support, PoV, training, term, reductions, onboarding, acceptance, tax, external charges, and an immediate release-date re-audit.

In this guide, price follows the access and responsibility model: Personal or Family, metered API, the managed Business Workspace, annual customer-operated licence, or a Government and Critical Infrastructure programme. Managed capability use is not the same as a right to operate the underlying product directly. Applied to "Quote and change-control checklist", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Pricing is publication-sensitive. This July 2026 source edition reproduces the current local website, but every release and quote must re-audit the live canonical pages. "From", pre-order, allowance, tier inclusion, unlimited use, source/modification rights, reductions, tax and bespoke terms keep their stated conditions. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Users

Define the exact proposition and current authoritative source.

LENS 2

Devices

Name the responsible person, system, dependency, and version.

LENS 3

Surfaces

Specify the evidence and how an independent reviewer checks it.

LENS 4

Workload

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.

CHAPTER 13 • APPLY

Turn “Quote and change-control checklist” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, users, devices, surfaces, workload, allowances, products, sites, posture, rights, support, PoV, training, term, reductions, onboarding, acceptance, tax, external charges, and an immediate release-date re-audit., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant customer configuration, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a buyer compares Personal or Family access, a metered application, the managed Business Workspace, a licensed enterprise estate and a disconnected high-assurance programme using both invoice shape and the infrastructure, staffing, rights, support and continuity each requires. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for quote and change-control checklist; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.

FIND A SUBJECT

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Page references point to the substantive explanation, worked example, control, boundary, or decision record, not merely to a passing label.

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CLOSING DECISION RECORD

Close with one evidence-backed, reversible decision

The guide is complete when its reader can decide whether to proceed, narrow, remediate, contract a condition, hold, reject, or exit, and another person can understand why.

Assemble a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence. State the question, scope and exclusions, scenario or workflow, current baseline, canonical source snapshot, delivered manifest, customer configuration, corpus and method, results and failures, owner decisions, risks, operational and commercial conditions, evidence links, remedies, stop/exit and review triggers.

Run the final discipline: Capture the current pricing pages, request the tier/product/right matrix and quote, model representative usage and owned operations, reproduce every reduction in order, test deployment/support/exit conditions, identify taxes and extras, reconcile the offer to the contract, and set a price-change checkpoint.

Have buyer and budget owner, finance/FinOps, procurement, legal, IT/service owner, infrastructure/operations, security, product/workload owner, Dweve commercial contact and authorised approvers sign only the boundaries they own. Record pass, conditional pass, gap, fail or unverifiable per proposition. Preserve dissent and raw evidence. A brochure can organise the decision; it cannot make the evidence true or take responsibility from the people who rely on it.

DECISION RECORD	pricing-licensing-commercial-decision	
QUESTION	understand the current published rates and, more importantly, the responsibility, rights, products, support, usage, and deployment attached to each commercial model.	BOUNDED
SOURCES	website copy + delivered material	CAPTURED
PROOF	corpus + failures + recovery	RUN
OWNERS	domain + technical + assurance	SIGNED
CONDITIONS	gaps + remedies + contract	DATED
DECISION	go / narrow / hold / stop / exit	RECORDED
The closing record remains useful after the presentation, release, team, supplier, or contract changes.		

GUIDE OUTPUT

Produce a commercial scope that names products, users and workload, usage unit/allowance, sites and posture, operator/hardware/keys, rights, support, term, reductions, onboarding, acceptance, service levels, change, export, exit, currency and invoice cadence.