

FOUNDATION AND DECISION GUIDE · F17

Procurement and vendor-evaluation guide

Compare operating outcomes, evidence, jurisdiction, compute, deployment, cost, portability, and continuity, not vendor feature checkmarks.

DECISION

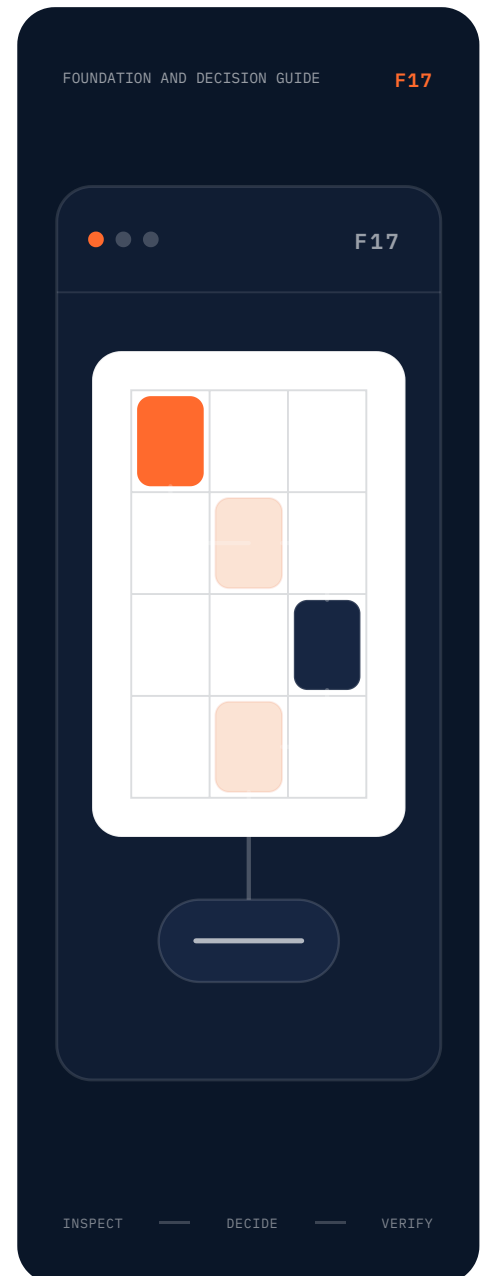
SCOPE

EVIDENCE

OWNERSHIP

PROOF

EXIT



A complete guide to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

F17

CONTENTS

From the first question to a defensible decision

This 38-page guide turns 14 owned topics into an explanation, evidence requirement, proof challenge, and closing decision record.

PRIMARY READERS

Procurement and vendor-evaluation teams

READING DEPTH

Professional

DECISION THIS SUPPORTS

Compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

01 Read this first 03–05
Audience, reader decision, canonical boundary, terms, and guide-specific factual spotlight

02 Understand the decision and its language 06–...
Define the required operating outcome · Supplier categories · Architecture and coverage · Decision accountability · Jurisdiction and sovereignty

03 Define the mechanism, controls, and evidence ...
Security and privacy · Performance, hardware, and sustainability · Deployment and operations · Commercial comparison · Open foundations and portability

04 Prove adoption, operation, continuity, and exit ...–36
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05 Sources and next action 37–36
verification records and closing decision package

06 Subject index 37–38
An alphabetical finder for concepts, controls, products, and decisions.

TARGET LENGTH

9,000–13,000 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

procurement, architecture review boards, security, legal, finance, risk, public tender teams, and executive sponsors.

Compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

The worked scenario is a tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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 supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision. 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.

COMPARE

Same workflow

Current guide lens; verify source and scope.

EVIDENCE

Same request

Current guide lens; verify source and scope.

PROOF

Same corpus + boundary

Current guide lens; verify source and scope.

DECISION

Buyer-weighted gates

Current guide lens; verify source and scope.

PRIMARY RISK

Feature checklists reward breadth without showing integration, evidence, human authority, operational burden or exit. Different benchmark workloads, hidden managed services, optimistic energy equivalence and incomplete cost boundaries can distort comparison.

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 procurement and tender owner, executive and domain sponsor, architecture, security/privacy, legal/compliance, finance, operations, affected-user owner, independent evaluator and each supplier. 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

The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner.

READ THIS FIRST • CANONICAL SPOTLIGHT

A supplier-neutral comparison frame

Different categories can be credible answers; the buyer tests them against the same required outcome and bears the discipline of fair comparison.

A managed assistant may offer fast adoption but limited architecture control. A hyperscaler platform offers breadth and integration with its estate but can increase provider coupling. A model API offers focused capability while leaving workflow, evidence and operations to the buyer. An open-weight stack offers control with integration and maintenance burden. A point solution brings domain depth with narrower coverage. Dweve proposes an integrated platform with evidence and deployment choice that must be proved.

Mandatory gates cover purpose and outcome, security/privacy, legal or professional authority, affected-person treatment, jurisdiction and required posture, critical integrations, service and recovery, evidence and independent review, continuity and exit. Weighted criteria then compare quality, effort, performance, cost, coverage, flexibility and confidence. A mandatory failure cannot be averaged away.

Use equivalent workload and data, accepted sources/rules, human model, target systems, hardware/network boundary, steady and degraded load, security/failure cases, evidence request and commercial horizon. Record missing data and confidence. Let suppliers challenge scope before the run, not rewrite criteria after results.

AREA	CURRENT GUIDE RECORD	VERIFY / DECIDE
Managed assistant	Fast user experience	Evidence, data, control and exit
Hyperscaler	Breadth and cloud integration	Jurisdiction, coupling and cost shape
Model API	Focused model capability	Workflow, controls and operation remain
Open-weight stack	Inspectability and local control	Engineering, assurance and maintenance
Point solution	Domain-specific depth	Coverage, portability and integration
Dweve	Integrated responsibilities and postures	Delivery, fit, evidence and supplier claims

Current source-edition summary. Recheck publication-sensitive facts and delivered scope at the decision date.

GUIDE-SPECIFIC PROOF

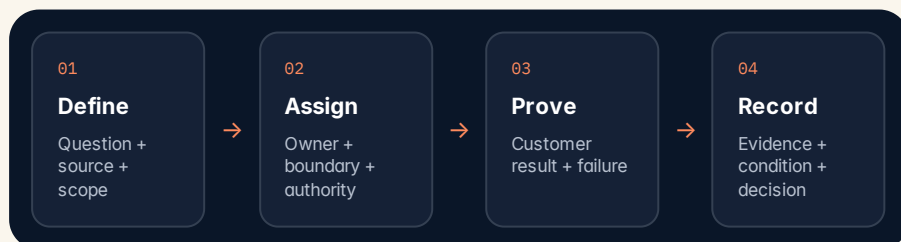
Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal.

01

PROCUREMENT AND VENDOR-EVALUATION GUIDE

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

Define the required operating outcome

workflow, consequence, people, data, authority, evidence, deployment, scale, and exit.

This chapter owns a specific part of the reader's decision: workflow, consequence, people, data, authority, evidence, deployment, scale, and exit.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Define the required operating outcome", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Workflow

Define the exact proposition and current authoritative source.

LENS 2

Consequence

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

LENS 3

People

Specify the evidence and how an independent reviewer checks it.

LENS 4

Data

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 01 • APPLY

Turn “Define the required operating outcome” 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, workflow, consequence, people, data, authority, evidence, deployment, scale, and exit., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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: Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal. 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 define the required operating outcome; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 02 • EXPLAIN

Supplier categories

Managed, API, and licensed access share one platform architecture. No re-platforming between access models.

This chapter owns a specific part of the reader's decision: managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution, and Dweve; compare models without caricature.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Supplier categories", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Managed assistant

Define the exact proposition and current authoritative source.

LENS 2

Hyperscaler platform

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

LENS 3

Model API

Specify the evidence and how an independent reviewer checks it.

LENS 4

Open-weight stack

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 02 • APPLY

Turn “Supplier categories” 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, managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution, and Dweve; compare models without caricature., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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 supplier categories; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 03 • EXPLAIN

Architecture and coverage

responsibilities, components, contracts, missing layers, integration burden, and operational ownership.

This chapter owns a specific part of the reader's decision: responsibilities, components, contracts, missing layers, integration burden, and operational ownership.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Architecture and coverage", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Responsibilities

Define the exact proposition and current authoritative source.

LENS 2

Components

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

LENS 3

Contracts

Specify the evidence and how an independent reviewer checks it.

LENS 4

Missing layers

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 03 • APPLY

Turn “Architecture and coverage” 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, responsibilities, components, contracts, missing layers, integration burden, and operational ownership., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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 architecture and coverage; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 04 • EXPLAIN

Decision accountability

source, rule, model, human owner, trace, replay, appeal, and independent verification.

This chapter owns a specific part of the reader's decision: source, rule, model, human owner, trace, replay, appeal, and independent verification.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Decision accountability", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Source

Define the exact proposition and current authoritative source.

LENS 2

Rule

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

LENS 3

Model

Specify the evidence and how an independent reviewer checks it.

LENS 4

Human owner

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 04 • APPLY

Turn “Decision accountability” 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, source, rule, model, human owner, trace, replay, appeal, and independent verification., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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
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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 decision accountability; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 05 • EXPLAIN

Jurisdiction and sovereignty

entity, infrastructure, data path, keys, licences, source, update path, continuity, and exit.

This chapter owns a specific part of the reader's decision: entity, infrastructure, data path, keys, licences, source, update path, continuity, and exit.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Jurisdiction and sovereignty", 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

Entity

Define the exact proposition and current authoritative source.

LENS 2

Infrastructure

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

LENS 3

Data path

Specify the evidence and how an independent reviewer checks it.

LENS 4

Keys

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 05 • APPLY

Turn “Jurisdiction and sovereignty” 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, entity, infrastructure, data path, keys, licences, source, update path, continuity, and exit., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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
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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 jurisdiction and sovereignty; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

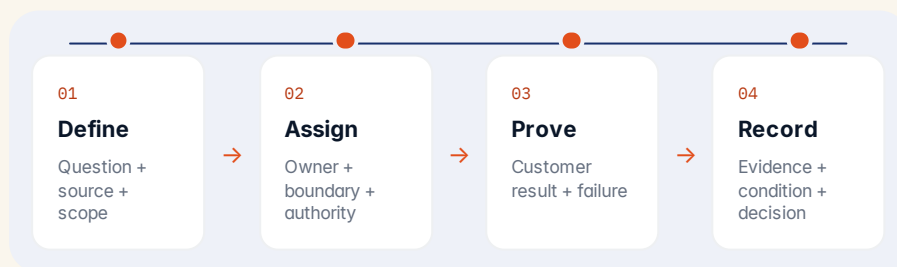
Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

02

PROCUREMENT AND VENDOR-EVALUATION GUIDE

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

Security and privacy

trust boundaries, identity, tools, models, isolation, supply chain, incidents, records, and customer duties.

This chapter owns a specific part of the reader's decision: trust boundaries, identity, tools, models, isolation, supply chain, incidents, records, and customer duties.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Security and privacy", 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

Trust boundaries

Define the exact proposition and current authoritative source.

LENS 2

Identity

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

LENS 3

Tools

Specify the evidence and how an independent reviewer checks it.

LENS 4

Models

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 06 • APPLY

Turn “Security and privacy” 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, trust boundaries, identity, tools, models, isolation, supply chain, incidents, records, and customer duties., 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.

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QUESTION	REQUIRED RECORD	OWNER / STOP
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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 security and privacy; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 07 • EXPLAIN

Performance, hardware, and sustainability

workload-equivalent tests, hardware, energy boundary, benchmark reproducibility, and SLA evidence.

This chapter owns a specific part of the reader's decision: workload-equivalent tests, hardware, energy boundary, benchmark reproducibility, and SLA evidence.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Performance, hardware, and sustainability", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Workload-equivalent tests

Define the exact proposition and current authoritative source.

LENS 2

Hardware

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

LENS 3

Energy boundary

Specify the evidence and how an independent reviewer checks it.

LENS 4

Benchmark reproducibility

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 07 • APPLY

Turn “Performance, hardware, and sustainability” 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, workload-equivalent tests, hardware, energy boundary, benchmark reproducibility, and SLA evidence., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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: Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal. 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 performance, hardware, and sustainability; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 08 • EXPLAIN

Deployment and operations

hosted, on-premises, disconnected, migration, observability, recovery, updates, and staffing.

This chapter owns a specific part of the reader's decision: hosted, on-premises, disconnected, migration, observability, recovery, updates, and staffing.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Deployment and operations", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Hosted

Define the exact proposition and current authoritative source.

LENS 2

On-premises

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

LENS 3

Disconnected

Specify the evidence and how an independent reviewer checks it.

LENS 4

Migration

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 08 • APPLY

Turn “Deployment and operations” 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, hosted, on-premises, disconnected, migration, observability, recovery, updates, and staffing., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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: Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal. 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 deployment and operations; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 09 • EXPLAIN

Commercial comparison

metered versus fixed, infrastructure, operations, migration, integration, support, rights, term, exit, and total-cost boundary.

This chapter owns a specific part of the reader's decision: metered versus fixed, infrastructure, operations, migration, integration, support, rights, term, exit, and total-cost boundary.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Commercial comparison", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Metered versus fixed

Define the exact proposition and current authoritative source.

LENS 2

Infrastructure

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

LENS 3

Operations

Specify the evidence and how an independent reviewer checks it.

LENS 4

Migration

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 09 • APPLY

Turn “Commercial comparison” 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, metered versus fixed, infrastructure, operations, migration, integration, support, rights, term, exit, and total-cost 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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: Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal. 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 comparison; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 10 • EXPLAIN

Open foundations and portability

source status, formats, pinning, verifiers, replaceability, data export, and supplier failure.

This chapter owns a specific part of the reader's decision: source status, formats, pinning, verifiers, replaceability, data export, and supplier failure.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Open foundations and portability", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Source status

Define the exact proposition and current authoritative source.

LENS 2

Formats

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

LENS 3

Pinning

Specify the evidence and how an independent reviewer checks it.

LENS 4

Verifiers

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 10 • APPLY

Turn “Open foundations and portability” 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, source status, formats, pinning, verifiers, replaceability, data export, and supplier failure., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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: Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal. 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 open foundations and portability; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

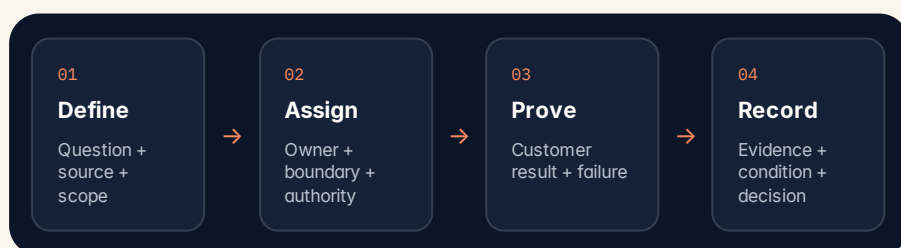
Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

03

PROCUREMENT AND VENDOR-EVALUATION GUIDE

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

Evidence request list

architecture, data flows, benchmarks, tests, source/licence status, pricing, security, compliance, proof packet, deployment runbook, and reference scope.

This chapter owns a specific part of the reader's decision: architecture, data flows, benchmarks, tests, source/licence status, pricing, security, compliance, proof packet, deployment runbook, and reference scope.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Evidence request list", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Architecture

Define the exact proposition and current authoritative source.

LENS 2

Data flows

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

LENS 3

Benchmarks

Specify the evidence and how an independent reviewer checks it.

LENS 4

Tests

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 11 • APPLY

Turn “Evidence request list” 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, architecture, data flows, benchmarks, tests, source/licence status, pricing, security, compliance, proof packet, deployment runbook, and reference scope., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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: Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal. 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 evidence request list; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 12 • EXPLAIN

Proof protocol

same corpus, same workflow, same hardware boundary, same pass/fail criteria, recorded exceptions, and independent sign-off.

This chapter owns a specific part of the reader's decision: same corpus, same workflow, same hardware boundary, same pass/fail criteria, recorded exceptions, and independent sign-off.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Proof protocol", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Same corpus

Define the exact proposition and current authoritative source.

LENS 2

Same workflow

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

LENS 3

Same hardware boundary

Specify the evidence and how an independent reviewer checks it.

LENS 4

Same pass/fail criteria

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 12 • APPLY

Turn “Proof protocol” 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, same corpus, same workflow, same hardware boundary, same pass/fail criteria, recorded exceptions, and independent sign-off., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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: Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal. 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 protocol; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 13 • EXPLAIN

Weighted matrix template

buyer-selected weights, mandatory gates, scoring guidance, confidence level, and unresolved-risk treatment.

This chapter owns a specific part of the reader's decision: buyer-selected weights, mandatory gates, scoring guidance, confidence level, and unresolved-risk treatment.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Weighted matrix template", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

Buyer-selected weights

Define the exact proposition and current authoritative source.

LENS 2

Mandatory gates

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

LENS 3

Scoring guidance

Specify the evidence and how an independent reviewer checks it.

LENS 4

Confidence level

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 13 • APPLY

Turn “Weighted matrix template” 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, buyer-selected weights, mandatory gates, scoring guidance, confidence level, and unresolved-risk treatment., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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: Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal. 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 weighted matrix template; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

CHAPTER 14 • EXPLAIN

Decision and contract gates

what must be true before proof, production, expansion, and renewal.

This chapter owns a specific part of the reader's decision: what must be true before proof, production, expansion, and renewal.

In this guide, supplier categories make different trade-offs. A managed assistant, hyperscaler platform, model API, open-weight stack, specialist point solution and Dweve should be compared against the same required workflow and consequence, without caricature or a vendor-written weighting. Applied to "Decision and contract gates", 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: The buyer chooses mandatory gates, weights and confidence treatment before results. Dweve must provide evidence like every alternative. A missing or unverifiable item is not automatically zero or acceptable; it is recorded with consequence, remediation and decision owner. 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

What must be true before proof

Define the exact proposition and current authoritative source.

LENS 2

Production

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

LENS 3

Expansion

Specify the evidence and how an independent reviewer checks it.

LENS 4

And renewal

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

OWNED ARTEFACT

This chapter contributes to a supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.

CHAPTER 14 • APPLY

Turn “Decision and contract gates” 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, what must be true before proof, production, expansion, and renewal., 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 tender team gives every shortlisted approach the same workflow, corpus, hardware and service boundary, failure cases, authority model, evidence request and exit exercise, then scores observed and contracted results under buyer-selected gates. 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: Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal. 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 decision and contract gates; 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 compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.

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 supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision. 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: Freeze requirements and weights, issue the evidence request, resolve clarification symmetrically, run the same proof protocol, normalise total cost and responsibility, score evidence confidence, test mandatory security/sovereignty/exit gates, negotiate remedies, and preserve the award rationale for renewal.

Have procurement and tender owner, executive and domain sponsor, architecture, security/privacy, legal/compliance, finance, operations, affected-user owner, independent evaluator and each supplier 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	procurement-vendor-evaluation-decision	
QUESTION	compare Dweve with incumbent, hyperscaler, open-weight, and point-solution alternatives using evidence and operating consequences rather than feature checkmarks.	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 supplier-neutral requirements and evidence matrix with mandatory gates, weighted criteria, confidence, proof results, total-cost boundary, residual risks, contract conditions and award/renewal decision.