

FOUNDATION AND DECISION GUIDE · F18

Partner and integrator handbook

Partnership roles, platform boundaries, joint responsibility, delivery, assurance, enablement, commercial scope, and first engagement.

DECISION

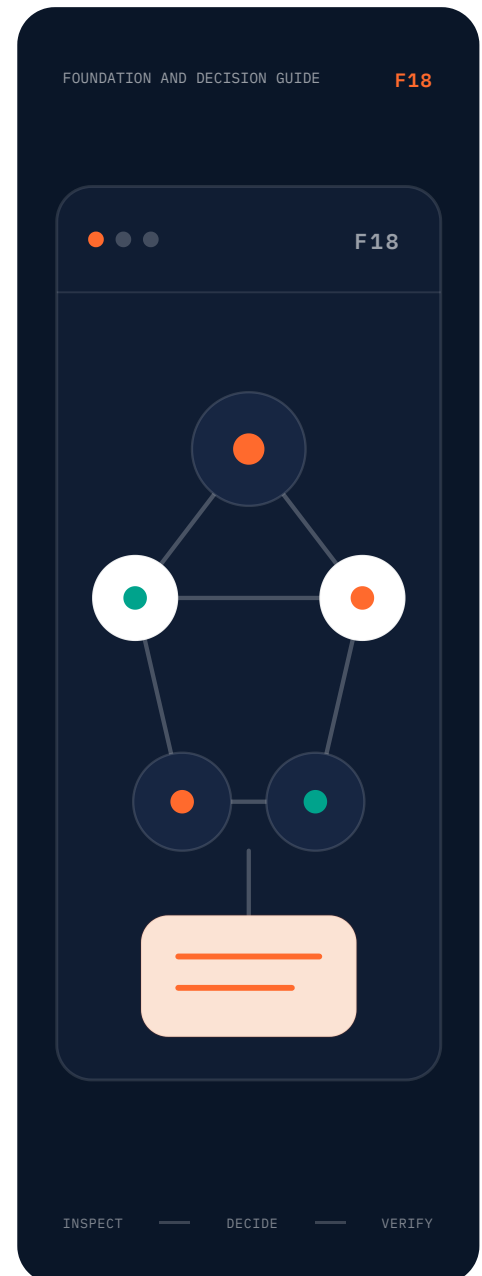
SCOPE

EVIDENCE

OWNERSHIP

PROOF

EXIT



A complete guide to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

F18

CONTENTS

From the first question to a defensible decision

This 34-page guide turns 12 owned topics into an explanation, evidence requirement, proof challenge, and closing decision record.

PRIMARY READERS

Partners, integrators and delivery teams

READING DEPTH

Professional

DECISION THIS SUPPORTS

Determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

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–...

Why a partner ecosystem exists · Partner paths · The platform boundary · Responsibility model

03

Define the mechanism, controls, and evidence

...

Opportunity qualification · Solution and integration design · Delivery stages · Security and assurance collaboration

04

Prove adoption, operation, continuity, and exit

...–32

Open-source collaboration · Commercial engagement · Quality and enablement · First-engagement brief

05

Sources and next action

33–32

verification records and closing decision package

06

Subject index

33–34

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

systems integrators, infrastructure partners, resellers, research partners, delivery specialists, and customer programme leads.

Determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

The worked scenario is a technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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 joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit. 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.

REGISTERED

10% in year one

Current guide lens; verify source and scope.

TECHNOLOGY

Verification question; can Dweve substantiate this proposition in the current product, website, demonstration, or written agreement: "10%, then 5%"?

Current guide lens; verify source and scope.

CHANNEL

20%, then 10%

Current guide lens; verify source and scope.

STRATEGIC

30%, then 15%

Current guide lens; verify source and scope.

PRIMARY RISK

Ambiguous prime/subcontractor roles can leave sources, customer promises, incidents, support, platform changes or evidence without an owner. A partner can also overstate availability, compliance, benchmark, price or source rights while qualifying an opportunity.

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 customer sponsor and owners, partner opportunity and delivery leads, Dweve product/technical/security/commercial contacts, infrastructure provider, domain and integration specialists, support/incident and procurement/legal. 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

Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement.

READ THIS FIRST • CANONICAL SPOTLIGHT

Partner paths and the commercial model

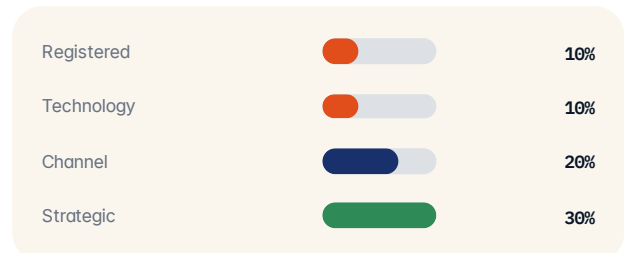
Four paths separate referral, integration, channel, and strategic value while the net-revenue basis stays explicit.

Technology partners strengthen hardware, infrastructure, or toolchain integration. Channel partners carry market access and customer development. Strategic partners may carry larger delivery or critical-programme relationships. Research partners contribute compute and collaboration under the described academic path. Delivery specialists and integrators turn one customer workflow into a working, supported system.

Registered referral is 10% in year one. Technology is 10% in years one to three and 5% after year three. Channel is 20% in years one to three and 10% thereafter. Strategic is 30% in years one to three and 15% thereafter. The percentage applies to actual net collected Dweve software revenue after customer discounts, refunds, taxes, credits, and pass-through charges, never to list or pre-discount value.

A partner keeps 100% of its own professional-services revenue unless a statement of work says otherwise. Market-development funds are separately proposed, approved, and funded by Dweve; they are not silently deducted from or added to revenue share. Customer-facing material identifies quote authority, delivery ownership, support escalation, evidence, continuity, and every claim that still requires contract confirmation.

Current enablement can include role-based training and certification at the published rate or as an explicit partner-agreement term, a managed demonstration environment prepared around the agreed product surface, a direct engineering question channel, and separately approved market-development funding. Response commitments follow the signed agreement. These are scoped programme resources, not automatic entitlement to every product, source tree, customer environment, or bespoke engineering request.



Opening partner shares apply to actual net collected Dweve software revenue, never list or pre-discount value. Tail rates and eligibility are stated in the agreement.

GUIDE-SPECIFIC PROOF

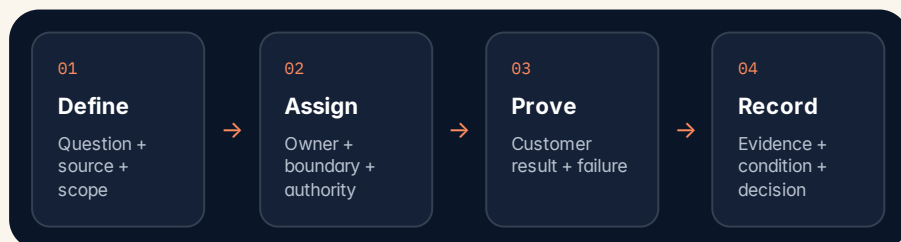
Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go.

01

PARTNER AND INTEGRATOR HANDBOOK

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

Why a partner ecosystem exists

local delivery, domain knowledge, infrastructure, integration, research, and customer continuity.

This chapter owns a specific part of the reader's decision: local delivery, domain knowledge, infrastructure, integration, research, and customer continuity.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "Why a partner ecosystem exists", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Local delivery

Define the exact proposition and current authoritative source.

LENS 2

Domain knowledge

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

LENS 3

Infrastructure

Specify the evidence and how an independent reviewer checks it.

LENS 4

Integration

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 01 • APPLY

Turn “Why a partner ecosystem exists” 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, local delivery, domain knowledge, infrastructure, integration, research, and customer continuity., 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 why a partner ecosystem exists; 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 determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

CHAPTER 02 • EXPLAIN

Partner paths

canonical categories and the outcomes each is suited to deliver.

This chapter owns a specific part of the reader's decision: canonical categories and the outcomes each is suited to deliver.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "Partner paths", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Canonical categories

Define the exact proposition and current authoritative source.

LENS 2

The outcomes each is suited to deliver

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

LENS 3

Scope and limits

Specify the evidence and how an independent reviewer checks it.

LENS 4

Owner and evidence

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 02 • APPLY

Turn “Partner paths” 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, canonical categories and the outcomes each is suited to deliver., 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 partner paths; 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 determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

CHAPTER 03 • EXPLAIN

The platform boundary

products, open foundations, APIs, deployment postures, and extension surfaces a partner may touch.

This chapter owns a specific part of the reader's decision: products, open foundations, APIs, deployment postures, and extension surfaces a partner may touch.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "The platform boundary", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Products

Define the exact proposition and current authoritative source.

LENS 2

Open foundations

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

LENS 3

APIs

Specify the evidence and how an independent reviewer checks it.

LENS 4

Deployment postures

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 03 • APPLY

Turn “The platform boundary” 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, products, open foundations, APIs, deployment postures, and extension surfaces a partner may touch., 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 the platform boundary; 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 determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

CHAPTER 04 • EXPLAIN

Responsibility model

customer, Dweve, partner, and infrastructure provider across scope, data, policy, integration, operations, support, assurance, and change.

This chapter owns a specific part of the reader's decision: customer, Dweve, partner, and infrastructure provider across scope, data, policy, integration, operations, support, assurance, and change.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "Responsibility model", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Customer

Define the exact proposition and current authoritative source.

LENS 2

Dweve

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

LENS 3

Partner

Specify the evidence and how an independent reviewer checks it.

LENS 4

And infrastructure provider across scope

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 04 • APPLY

Turn “Responsibility model” 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, customer, Dweve, partner, and infrastructure provider across scope, data, policy, integration, operations, support, assurance, and change., 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 responsibility model; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

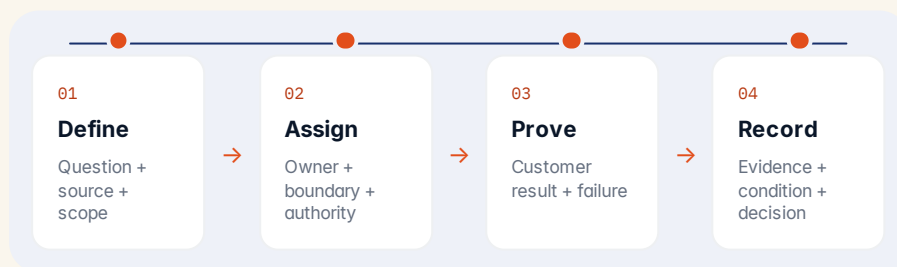
Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

02

PARTNER AND INTEGRATOR HANDBOOK

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 05 • EXPLAIN

Opportunity qualification

workflow, consequence, decision owner, data, integration, posture, evidence, timeline, and commercial fit.

This chapter owns a specific part of the reader's decision: workflow, consequence, decision owner, data, integration, posture, evidence, timeline, and commercial fit.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "Opportunity qualification", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Decision owner

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 joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 05 • APPLY

Turn “Opportunity qualification” 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, decision owner, data, integration, posture, evidence, timeline, and commercial fit., 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 opportunity qualification; 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 determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

CHAPTER 06 • EXPLAIN

Solution and integration design

smallest product set, source systems, authority, contracts, topology, and acceptance plan.

This chapter owns a specific part of the reader's decision: smallest product set, source systems, authority, contracts, topology, and acceptance plan.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "Solution and integration design", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Smallest product set

Define the exact proposition and current authoritative source.

LENS 2

Source systems

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

LENS 3

Authority

Specify the evidence and how an independent reviewer checks it.

LENS 4

Contracts

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 06 • APPLY

Turn “Solution and integration design” 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, smallest product set, source systems, authority, contracts, topology, and acceptance plan., 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 solution and integration design; 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 determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

CHAPTER 07 • EXPLAIN

Delivery stages

discovery, proof, implementation, hardening, launch, operation, expansion, and exit.

This chapter owns a specific part of the reader's decision: discovery, proof, implementation, hardening, launch, operation, expansion, and exit.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "Delivery stages", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Discovery

Define the exact proposition and current authoritative source.

LENS 2

Proof

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

LENS 3

Implementation

Specify the evidence and how an independent reviewer checks it.

LENS 4

Hardening

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 07 • APPLY

Turn “Delivery stages” 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, discovery, proof, implementation, hardening, launch, operation, expansion, 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 delivered mechanism, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: a technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 delivery stages; 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 determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

CHAPTER 08 • EXPLAIN

Security and assurance collaboration

disclosure, access, test evidence, incident roles, records, and customer-facing diligence.

This chapter owns a specific part of the reader's decision: disclosure, access, test evidence, incident roles, records, and customer-facing diligence.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "Security and assurance collaboration", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Disclosure

Define the exact proposition and current authoritative source.

LENS 2

Access

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

LENS 3

Test evidence

Specify the evidence and how an independent reviewer checks it.

LENS 4

Incident roles

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 08 • APPLY

Turn “Security and assurance collaboration” 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, disclosure, access, test evidence, incident roles, records, and customer-facing diligence., 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 security and assurance collaboration; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

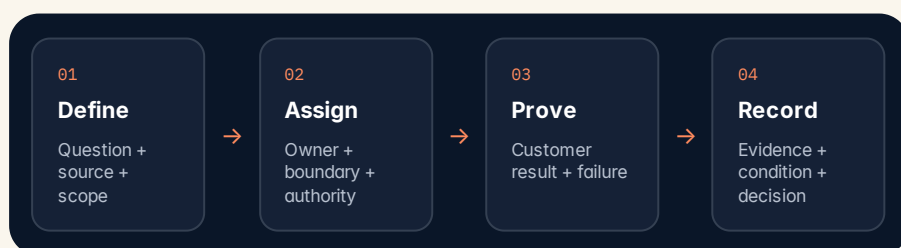
Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

03

PARTNER AND INTEGRATOR HANDBOOK

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 09 • EXPLAIN

Open-source collaboration

repository/source status, contribution process, pinning, issue reporting, and commercial boundary.

This chapter owns a specific part of the reader's decision: repository/source status, contribution process, pinning, issue reporting, and commercial boundary.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "Open-source collaboration", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Repository/source status

Define the exact proposition and current authoritative source.

LENS 2

contribution process

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

LENS 3

Pinning

Specify the evidence and how an independent reviewer checks it.

LENS 4

Issue reporting

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 09 • APPLY

Turn “Open-source collaboration” 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, repository/source status, contribution process, pinning, issue reporting, and commercial 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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-source collaboration; 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 determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

CHAPTER 10 • EXPLAIN

Commercial engagement

registered, technology, channel, and strategic opening and continuing shares; actual-net-collected software-revenue basis; partner-owned services; separately approved MDF; quote inputs; and avoidance of unsupported pricing promises.

This chapter owns a specific part of the reader's decision: registered, technology, channel, and strategic opening and continuing shares; actual-net-collected software-revenue basis; partner-owned services; separately approved MDF; quote inputs; and avoidance of unsupported pricing promises.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "Commercial engagement", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Registered

Define the exact proposition and current authoritative source.

LENS 2

Technology

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

LENS 3

Channel

Specify the evidence and how an independent reviewer checks it.

LENS 4

And strategic opening

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 10 • APPLY

Turn “Commercial engagement” 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, registered, technology, channel, and strategic opening and continuing shares; actual-net-collected software-revenue basis; partner-owned services; separately approved MDF; quote inputs; and avoidance of unsupported pricing promises., 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 engagement; 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 determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

CHAPTER 11 • EXPLAIN

Quality and enablement

terminology, architecture competence, evidence handling, runbooks, role-based training and certification at published rates or by explicit agreement, managed demonstration environment, engineering channel, response terms, and acceptance expectations.

This chapter owns a specific part of the reader's decision: terminology, architecture competence, evidence handling, runbooks, role-based training and certification at published rates or by explicit agreement, managed demonstration environment, engineering channel, response terms, and acceptance expectations.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "Quality and enablement", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Terminology

Define the exact proposition and current authoritative source.

LENS 2

Architecture competence

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

LENS 3

Evidence handling

Specify the evidence and how an independent reviewer checks it.

LENS 4

Runbooks

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 11 • APPLY

Turn “Quality and enablement” 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, terminology, architecture competence, evidence handling, runbooks, role-based training and certification at published rates or by explicit agreement, managed demonstration environment, engineering channel, response terms, and acceptance expectations., 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 quality and enablement; 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 determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

CHAPTER 12 • EXPLAIN

First-engagement brief

registration, signed agreement, customer and access model, contribution, delivery and renewal responsibility, revenue basis, exclusions, support, evidence, and a joint go/no-go checklist.

This chapter owns a specific part of the reader's decision: registration, signed agreement, customer and access model, contribution, delivery and renewal responsibility, revenue basis, exclusions, support, evidence, and a joint go/no-go checklist.

In this guide, partners add local delivery, domain knowledge, infrastructure, integration, research, market access and customer continuity. The value comes from a clear responsibility carried through proof, implementation and operation, not from a logo or unsupported resale promise. Applied to "First-engagement brief", 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: Customer, Dweve, partner and infrastructure provider retain separate authority for purpose, data, policy, product, integration, operations, security, support, evidence, commercial terms and change. Current website partner categories and revenue-share statements must be confirmed in the written partner agreement. 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

Registration

Define the exact proposition and current authoritative source.

LENS 2

Signed agreement

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

LENS 3

Customer

Specify the evidence and how an independent reviewer checks it.

LENS 4

Access model

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

OWNED ARTEFACT

This chapter contributes to a joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.

CHAPTER 12 • APPLY

Turn “First-engagement brief” 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, registration, signed agreement, customer and access model, contribution, delivery and renewal responsibility, revenue basis, exclusions, support, evidence, and a joint go/no-go checklist., 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 technology, channel, strategic, research or delivery partner qualifies one customer workflow, agrees who owns the relationship and each control, runs a joint proof, hardens and launches the integration, supports operation, and preserves a customer-continuity path. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go. 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 first-engagement brief; 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 determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.

FIND A SUBJECT

Subject index

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

A Acceptance criteria 3, 7-14, 16-23, 25-32	A Accountability 8, 10, 12, 14, 17, 19, 21, 23, 26, 28, 30, 32	A Adoption 24
A Appeal and challenge 3, 8, 10, 12, 14, 17, 19, 21, 23-24, 26, 28, 30, 32	A Architecture 4, 15, 29-30	A Assurance 3-4, 7-14, 16-23, 25-32
A Authority 3-32	A Availability 3-4	B Benchmarking 3
B Boundaries 3, 6-7, 9, 11-13, 15-16, 18, 20, 22, 24-27, 29, 31	C Compliance 3-4	C Configuration 4, 7, 9, 11-13, 16, 18, 20, 22-23, 25, 27, 29, 31
C Continuity 3, 5, 7-14, 16-32	C Contracts 4-5, 7, 9, 11, 13, 16-18, 20, 22, 25, 27-29, 31	D Decision records 4, 8, 10, 12, 14, 17, 19, 21, 23, 26, 28, 30, 32
D Dependencies 7, 9, 11, 13, 16, 18, 20, 22, 25, 27, 29, 31	D Deployment 8, 10-12, 14, 17, 19, 21, 23, 26, 28, 30, 32	D Due diligence 4, 22-24
E Evidence 3-32	E Exit 3, 7-14, 16-32	F Failure 3, 6-7, 9, 11, 13, 15-16, 18, 20, 22, 24-25, 27, 29, 31
H Hardware 4-5	H Human authority 8, 10, 12, 14, 17, 19, 21, 23, 26, 28, 30, 32	I Incident response 4-5, 8, 10, 12, 14, 17, 19, 21-23, 26, 28, 30, 32
I Inputs 7, 9, 11, 13, 16, 18, 20, 22, 25, 27, 29, 31	I Integration 3-5, 7-14, 16-23, 25-32	L Licensing 4
L Limits and exclusions 8-10, 12, 14, 17, 19, 21, 23, 26, 28, 30, 32	M Manifests 4, 8, 10, 12, 14, 17, 19, 21, 23, 26, 28, 30, 32	M Models and solvers 5, 8, 10, 12-14, 17, 19, 21, 23, 26, 28, 30-32
O Operations 3, 7-14, 16-32	O Outputs 3-4	O Ownership 3, 5-32
P Performance 4	P Policies 3-4, 7, 9, 11, 13-16, 18, 20, 22, 25, 27, 29, 31	P Pricing 3-4, 27-28

SUBJECT INDEX CONTINUED

Subject index · P–W

Terms are grouped alphabetically. Consecutive page references are collapsed into ranges.

P**Procurement**

4, 8, 10, 12, 14, 17, 19, 21, 23, 26, 28, 30, 32

P**Proof**

3–5, 7–14, 16–23, 25–32

R**Recovery**

24

R**Responsibility**

3–4, 6–7, 9, 11, 13–14, 16, 18, 20, 22, 25, 27, 29, 31–32

R**Rights**

3–4

R**Risk**

3–4, 8, 10, 12, 14, 17, 19, 21, 23, 26, 28, 30, 32

R**Rules**

4, 8, 10, 12, 14, 17, 19, 21, 23, 26, 28, 30, 32

S**Security**

3–5, 7–14, 16–23, 25–32

S**Sources**

3–32

S**Sovereignty**

4–5, 7–14, 16–23, 25–32

S**State**

6–14, 16–23, 25–32

T**Testing**

3–4, 8, 10, 12, 14, 17, 19, 21–23, 26, 28, 30, 32

V**Verification**

3, 5, 8, 10, 12, 14, 17, 19, 21, 23, 26, 28, 30, 32

V**Versioning**

4, 7–9, 11, 13, 16, 18–20, 22, 25, 27, 29–31

W**Workflows**

3, 5, 7–14, 16–23, 25–32

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 joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit. 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: Verify current partner category and terms, qualify the workflow and consequence, map customer/Dweve/partner/provider RACI, demonstrate platform and security competence, run the joint proof, rehearse incident/support escalation, review customer-facing claims and quote authority, and sign a first-engagement go/no-go.

Have customer sponsor and owners, partner opportunity and delivery leads, Dweve product/technical/security/commercial contacts, infrastructure provider, domain and integration specialists, support/incident and procurement/legal 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	partner-integrator-handbook-decision	
QUESTION	determine which partnership role fits, what each party owns, how delivery and assurance work, and how to begin with a bounded opportunity.	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 joint engagement brief and responsibility matrix covering opportunity, workflow, products, integrations, posture, data/policy, authority, delivery stages, acceptance, security, support, evidence, commercial ownership, change and exit.