

TERRAWATT AI-NATIVE OPERATING BACKBONE

Make the first 90 days executable.

This workbook converts the proposed Phase 1 scope into the decisions, access, source material, named owners, and acceptance evidence TerraWatt and the delivery team need before implementation can move at full speed.

WHAT THIS PREVENTS

Discovery debt

Unresolved ownership, source authority, access, security, and acceptance questions do not disappear during implementation. They become delays, rework, and unsafe assumptions.

WHAT THIS CREATES

A binding delivery baseline

Every requirement is assigned to an owner, an evidence source, a due date, and an acceptance consequence before code becomes the default answer.

Working rule: bracketed RFP assumptions remain hypotheses until TerraWatt confirms them with a named owner and representative evidence.

ONE OWNER PER DECISION

Complete this with the people who own the work, not by forwarding it to one coordinator.

01

Assign owners

Name one accountable TerraWatt person for product, data, security, legal, operations, and acceptance.

02

Attach evidence

Provide real files, records, meetings, deal examples, failure cases, policies, and expected outputs.

03

Resolve authority

Identify which source wins when systems disagree and who can approve an exception.

04

Accept the baseline

Approve the architecture, source map, security model, corpus, timeline, and test plan before G1.

REQUIRED TERRAWATT OWNERS

- ☐ Executive sponsor and final acceptance authority
- ☐ Product owner for Phase 1
- ☐ Deal and acquisition operations owner
- ☐ Data-room operations owner
- ☐ Microsoft 365 / Azure administrator
- ☐ Security and privacy owner
- ☐ Legal and records-retention owner
- ☐ Finance and commercial owner

Decision cadence: weekly steering review, twice-weekly implementation review, and a named 24-hour escalation path for blocked access or policy decisions.

REQUIRED TO PROTECT THE 90-DAY PLAN

TerraWatt must lock the delivery boundary before the team measures velocity.

DECISION	TERRAWATT INPUT	ACCOUNTABLE OWNER	REQUIRED BY
Phase 1 operating boundary	Confirm the included users, workflows, deal classes, data rooms, and business entities.		Kickoff
System authority	State which source wins for identity, deal state, files, dates, parties, and approvals.		Week 1
Azure and repository ownership	Confirm TerraWatt accounts, environments, administrators, and access model.		Kickoff
Approval policy	Define which actions are automatic, reviewed, prohibited, or escalated.		Week 2
Acceptance authority	Name who can accept or reject each module and the program as a whole.		Kickoff
M17 benchmark boundary	Approve source universe, geography, refresh cadence, quality target, and licensed-data budget.		Week 2
Parallel-run population	Select representative active and historical work for testing.		Week 3
Change authority	Name who may approve scope, cost, schedule, or policy changes.		Kickoff

Schedule rule: delays in these client decisions move the affected milestone. The delivery team will not silently invent authority, data meaning, or acceptance criteria to preserve a date.

LEAST PRIVILEGE WITH SOURCE IDENTITY PRESERVED

Connect the systems without confusing access with ownership.

SYSTEM	REQUIRED ACCESS	PURPOSE	TERRAWATT PREPARATION
Microsoft Entra ID	Approved application registration and test users	Identity, role, and access boundary	Admin owner, groups, conditional-access constraints
Outlook / Microsoft Graph	Least-privilege mail and calendar scopes	Correspondence and meeting evidence	Representative mailboxes, retention policy, consent
Teams	Approved meeting and collaboration scopes	Meetings, decisions, and commitments	Recording policy and typed-note fallback
SharePoint / OneDrive	Selected libraries and folders	Deal files and controlled data rooms	Library map, owners, permissions, sample rooms
Azure subscription	TerraWatt-owned environments and service identities	Production runtime, database, storage, monitoring	Subscription owner, budgets, regions, networking
landID and approved sources	API/export terms and credentials	Parcel and market evidence	License rights, limits, sample exports, data dictionary
Current repositories	Read access followed by TerraWatt-owned target repos	Code, scripts, schemas, and current automation	Inventory, licenses, owners, secrets removed

INVENTORY OUTPUT

- System and data-flow map
- Source-of-truth register
- Credential and permission register
- Retention and residency map

DO NOT SEND IN EMAIL

- Production secrets or tokens
- Unredacted sensitive data
- Shared administrator credentials
- Files without a known owner

MEASURE THE SYSTEM AGAINST REAL WORK

Provide representative examples, expected answers, and known failure cases.

DEALS AND PARTIES

- 10-20 representative deals across lifecycle stages
- Known duplicate and ambiguous parties
- Critical-date examples and missed-date failure cases
- Expected deal state and evidence for each example

DATA ROOMS AND DOCUMENTS

- 3-5 representative data rooms
- Complete, incomplete, duplicate, and superseded files
- Required taxonomy and naming examples
- Expected completeness and exception output

MEETINGS

- 10 representative recordings or typed-note sets
- Decisions, commitments, owners, and due dates
- No-consent and poor-audio examples
- Approved minutes examples

COMP AND RESEARCH

- Approved source list and licensing constraints
- Known-good and disputed comps
- Entity-resolution edge cases
- Expected citations and confidence thresholds

Gold-set rule: TerraWatt validates the expected answer and evidence before an example enters the acceptance corpus. The corpus is versioned and remains TerraWatt property.

ACCEPTANCE ATTRIBUTE	DEFINITION TERRAWATT MUST CONFIRM	OWNER
Correct	What outcome counts as correct, including allowed variance.	_____
Complete	Which fields, evidence, and actions must be present.	_____
Timely	Maximum acceptable latency and refresh interval.	_____
Safe	Which actions require human approval or are prohibited.	_____

NAMED POLICY BEFORE AGENT AUTHORITY

Resolve controls before production data enters the system.

SECURITY INPUTS

- ☐ Data classification policy
- ☐ Identity and least-privilege standard
- ☐ Approved Azure region and network boundary
- ☐ Secret-management standard
- ☐ Backup, retention, RTO, and RPO targets
- ☐ Logging and incident-notification requirements

PRIVACY AND LEGAL

- ☐ Recording and meeting-consent policy
- ☐ Records-retention and legal-hold rules
- ☐ Third-party model and data-provider restrictions
- ☐ Export, deletion, and subject-access obligations

AGENT AUTHORITY MATRIX

ACTION	DEFAULT
Read approved source	POLICY-BOUND
Draft brief or minutes	ALLOWED
Change canonical record	Human or deterministic gate
Send external message	Named approval
Move or delete source file	Prohibited by default
Promote model or playbook	Evaluation plus approval

Required: TerraWatt counsel and security owners approve the consent, retention, external-action, and provider rules before production activation.

THREE-WEEK STRUCTURED DISCOVERY

Interview one operating hat at a time, then reconcile the company model together.

SESSION	REQUIRED PARTICIPANTS	WORKING OUTPUT	PREPARATION
Executive intent and constraints	Founders, sponsor, product owner	Outcome hierarchy, boundaries, decision rights, risks	RFP, strategy, org chart, priority conflicts
Deal and acquisition operations	Operators who perform and approve the work	Deal lifecycle, roles, handoffs, state model, alerts	Representative deals and current trackers
Data-room operations	Room owner, legal, operator	Taxonomy, completeness rules, access and exception flow	Representative rooms and file standards
Meetings and commitments	Meeting owners, legal, operators	Consent, capture, review, decision, and commitment flow	Recordings, minutes, consent policy
Technology and security	Microsoft/Azure admin, security, delivery leads	Environment, integration, identity, secrets, recovery plan	Architecture and system inventory
Acceptance and rollout	Acceptance authority, module owners, delivery team	Gold set, test protocol, pilot group, parallel-run plan	Expected outputs and failure cases

WEEK 1

Current truth

Who does what, where state lives, what fails, and which source wins.

WEEK 2

Target contract

Types, relationships, permissions, modules, acceptance, and exception paths.

WEEK 3

Execution baseline

Approved backlog, environments, corpus, owners, milestones, and run-cost forecast.

KICKOFF GATE

Start when the operating inputs are owned, accessible, and testable.

Readiness item	Ready	Owner	Date
Executive sponsor and acceptance authority named	☐		
Phase 1 outcomes, function boundary, and pilot users confirmed	☐		
Function owners, authority, handoffs, and escalation paths named	☐		
TerraWatt Azure and repository model confirmed	☐		
Microsoft and source-system administrators assigned	☐		
Representative workflow variants, failure cases, and acceptance corpus assembled	☐		
Security, consent, retention, and provider rules available	☐		
M17 benchmark boundary, data volume, and operating-cost band confirmed	☐		
Weekly decision cadence and escalation path accepted	☐		

TERRAWATT NEXT ACTION

Name the owners and return the first evidence package.

The delivery team will convert it into the source map, decision register, access plan, and workshop schedule.

JOINT NEXT SESSION

Phase 1 confirmation workshop

Review proposal assumptions, assign owners, inspect the live BusinessOS proof, and agree the path to the binding SOW and kickoff.

Definition of ready: every critical input has a named owner, a controlled delivery path, and a testable acceptance consequence.