PILLAR P6 | Pod live in 14 days - first measurable outcome in 12 weeks | EX - Professional Services

Outcome-Bound Pods

Fixed-fee - Outcome SLA - Agent + Human - 30-day cadence

Pre-priced squads of strategists, engineers and AI agents - refund-backed.

MEDIAN FIRST VALUE	POD LIVE	OUTCOME SLA HIT RATE
12 weeks	14 days	94%

MANIFESTO

Why this pillar exists

Staff augmentation is a tax on velocity. We ship pods - pre-priced, outcome-bound squads of strategists, engineers and AI agents - that go live in 14 days and refund the difference if the contracted KPI isn't hit. Services, but as a product.

KPIS

Outcomes we contract to

- Median first value: 12 weeks
- Pod live: 14 days
- Outcome SLA hit rate: 94%

DELIVERABLES

Everything that ships

> Outcome contract
Pre-priced, KPI-bound, refund-backed; signed under one master agreement.

> 14-day stand-up
Identity, repo, tooling, observability and first telemetry live in two weeks.

> 30-day delivery cadence
Sprint demos to your exec sponsor, scorecard against the KPI, no status decks.

> Embedded agents
Renewal, eval and ops agents work alongside the human pod from day one.

> Ops Centre integration
Live telemetry, spend, value-delivered streamed into your Ops Centre, not our portal.

POD COMPOSITION

Who shows up

- Pod Principal (sector-cleared)
- Lead Engineer
- Domain SME
- Embedded AI Agents (renewals, eval, ops)

TIMELINE

Pod live in 14 days - first measurable outcome in 12 weeks

1. **Days 1-14 - Pod stand-up**
   Identity, repo, tooling, observability, first telemetry - outcome contract signed.
2. **Weeks 2-8 - Build + ship cadence**
   30-day cadence, exec scorecard, embedded agents, weekly KPI deltas.
3. **Weeks 8-12 - KPI gate + handover**
   Outcome KPI gate, IP handover, refund clause settled, optional renewal.

FLAGSHIP PODS

Squads we drop in

- Atlas RAG Pod
- Edge AI Site Pod
- SOC-as-Code Pod
- FinOps Cockpit Pod
- Workspace Copilot Pod
- Sovereign Migration Pod

PARTNERS

Hyperscalers & ISVs we orchestrate

Your CFO's spreadsheet - Your CTO's roadmap - Your CISO's risk register

FAQS

What buyers actually ask

Q. Is this just T&M with a marketing skin?
A. No - fee is fixed, KPI is contracted, refund clause is real and settled in the same MSA.

Q. What if the KPI is hit early?
A. Pod hands over IP, you keep the upside. Optional renewal at a reduced rate for the next outcome.

Q. Can we use our own people?
A. Yes - pods are designed to embed with internal teams; we measure on the joint KPI, not headcount.

Q. Sector clearance?
A. FS, Healthcare, Public Sector and Defence-cleared principals available; SC / DV uplift on request.

Commission Outcome-Bound Pods

Outcome-priced. Sovereign by default. Refund-backed if the contracted KPI isn't hit.

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