

**The Asset-Based Statement of Work:** Replaces "hourly billing" with "value-based deliverables," not as a block of time, but as a sequence of assets (Blueprints, Agents, Charters).

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**Instructions:** Use this template for the agreement. Note that fees are tied to *Stages*, not hours.

## 1. PROJECT OVERVIEW

This SOW outlines the services provided by [Partner Name] to [Client Name]. The objective is to **[State Business Goal, e.g., "Reduce proposal time by 50%"]** by deploying a Custom digital teammate using the CCI Methodology.

## 2. SCOPE OF SERVICES (The Asset Delivery Chain) *We deliver the following assets:*

- **STAGE 1: DIAGNOSIS (Completed)**
  - **Deliverable:** *The AI Opportunity Roadmap* (defining the target process).
- **STAGE 2: INTELLIGENT WORK DESIGN**
  - **Activity:** Deconstruct workflows and score tasks using EPOCH.
  - **Deliverable:** *The AI-Augmented Workflow Blueprint.*
- **STAGE 3: THE BUILD (The Factory)**
  - **Activity:** Configure the agent in the clean room and stress-test.
  - **Deliverable:** *One (1) Custom AI Co-Pilot + Agent Charter.*
- **STAGE 4: ADOPTION**
  - **Activity:** Train the team and redesign human roles.
  - **Deliverable:** *The Role Charter + Enablement Track.*

## 3. ROLES & RESPONSIBILITIES

- **Strategy Lead:** [Partner Name] (Manages the "Why" and "Who").
- **Solutions Architect:** [Name] (Manages the "How" and "Safety").
- **Client Sponsor:** [Name] (Approves the "Win Conditions").

#### 4. TIMELINE & MILESTONES

- **Kickoff:** [Date]
- **Blueprint Approval:** [Date]
- **Agent Deployment (Go-Live):** [Date]
- **Value Review (QVR):** [Date + 90 Days]

#### 5. INVESTMENT (Fixed Fee)

- **Professional Services: \$[Flat Fee]** (Includes Design, Build, Training).
- **Platform License: \$[Amount]/User/Month** (Billed Annually).
- **Payment Terms:** 50% on Signing, 50% on Go-Live.

#### 6. GOVERNANCE & IP

- **Data Sovereignty:** Client retains 100% ownership of all data and agent configurations.
- **Model Agnosticism:** The solution is designed to be portable across LLMs.

\_\_\_\_\_ (Client)

\_\_\_\_\_ (Partner)