

FOR THE LEADER WHO HAS TO PUT ONE AI NUMBER IN FRONT OF A BOARD

Two Weeks to a Classified AI Estate.

Not a report on what you spent. A dual-pillar estate — every consumer resolved to a person or an agent, unnamed spend held in the total, joined to the people you already have in XOPS.

Your organization licensed an AI tool. Employees adopted it faster than anyone provisioned, tracked, or offboarded them from it. The question that follows is not how much it cost — that number is already available. It is **who consumed it**, and whether the answer holds up when a department head asks.

The Starter Kit answers that question for one AI tool in two weeks, from an integration you can stand up in an afternoon: your SSO provider and the tool's admin API. It is read-only in normal operation, with one deliberate exception: a manually invoked emergency control to throttle a runaway agent or cap a user's model usage. **Continuous policy enforcement is part of Full, not Starter** — see scope on the following page.

Everyone can count tokens.

This is the two-week engagement that tells you whose they were.

WHAT THE STARTER KIT ESTABLISHES

Two pillars, the hold, and four named conditions.

INSIGHT 01 · PILLARS

Dual-pillar split

Every identity consuming the tool resolved to a person or an agent, as co-equal consumers, never blended on one fact.

INSIGHT 02 · COMPLETENESS

The unnamed hold

Consumption that resolves to neither is held in the total and labeled unnamed — never dropped to make the numbers reconcile, never assigned to a plausible owner.

INSIGHT 05 · IDENTITY

Shadow consumption

Work happening on accounts the sanctioned estate does not contain. The gap between what was licensed and what is actually being used.

INSIGHT 07 · HYGIENE

Zombie entitlement

Licensed or assigned, with no real use behind it. Idle and over-provisioned seats identified and valued, with recoverable demand quantified.

INSIGHT 06 · HYGIENE

Departed-human leakage

Tool access and API keys still live after the employee left. A workforce problem, not an invoice footnote — flagged before it becomes an audit finding.

INSIGHT 11 · HEALTH

Role fit

What people are entitled to, against what they actually use, with department and cost-center attribution where those attributes come cleanly from the identity source.

TWO WEEKS · ACCESS GRANT TO CLASSIFIED ESTATE

2 wks

Access grant to a classified, dual-pillar estate view

Zero

New infrastructure or production impact

2

Integrations to start — SSO plus one AI admin API

5,000

Platform tokens reserved for manually invoked emergency controls, without reopening terms. Continuous enforcement is Full

How it stays defensible. Identity, seat, and usage signals bind to the XOPS Knowledge Graph, where Knowledge Graph Health scores completeness before any finding is published. A classified estate, not a best-effort export from an admin console.

HOW IT IS PACKAGED

A Standard Offering, Not a Custom Project.

Two integrations, one classified estate, a fixed price — the lightest-lift starter kit in the portfolio, and a repeatable engagement your team can sell and deliver without a bespoke SOW. Always revenue, never a free pilot.

1

Fixed-fee, sized to you

Priced to cover cost and margin on its own, sized to your organization. Pricing available from XOPS or an authorized partner. Never run as a free POV; cash lands regardless of what happens next.

2

100% credit-forward

The full fee credits dollar-for-dollar toward AI Workforce Rapid Activation — your Year 1 conversion path — when signed within 60 days of the readout. The incentive to convert, not a discount to sign up.

3

One order form

No custom SOW negotiation. Fixed scope and price on a standard order form — minimal friction to sign, minimal effort to deliver.

Built to outlast the pilot. The subscription that follows is written for 12+ months, and every consumer classified here becomes the seed of the Employee AI Position and Agent Workforce Position in the full platform — so the estate stays live and current, not a snapshot that ages the day it is delivered. 200+ connectors are available across identity, HR, and AI providers when you are ready to expand beyond a single tool.

DATA SOURCES ACTIVATED

SSO / Identity	Okta, Entra ID, or Google Workspace — new, lightweight
AI tool admin API	ChatGPT Enterprise, Microsoft 365 Copilot, or Claude for Work — scope activation
HR	Worker status, live where already integrated or via lightweight extract — required for departed-human leakage checks

SCOPE

What Starter establishes, and what is deliberately Full.

Exceptional safety intervention, not continuous enforcement. Starter includes a manually invoked emergency control: XOPS can throttle a runaway agent or cap a user's model usage when someone decides it is warranted. It does not run policy. **Continuous policy enforcement — automatic warn, throttle, suspend, and reassign evaluated against every consumer — is part of Full.** Starter gives you a brake you can pull, not a system that drives.

In scope — Starter

- Dual-pillar classification of every consumer of one AI tool
- The unnamed hold, with completeness scored before publication
- Shadow consumption discovery via SSO sign-in and app-access data
- Zombie entitlement and role fit, valued in dollars
- Departed-human leakage across tool access and API keys
- Cost-center attribution where it comes cleanly from the identity source
- Exceptional safety intervention — manually invoked throttle or user/model cap

Deliberately Full, not Starter

- Hop-by-hop token routing
- The full agent subgraph and Agent Workforce Index scoring
- Continuous policy enforcement — automatic warn, throttle, suspend, reassign evaluated against every consumer
- Multi-provider parity across OpenAI, Anthropic, Google & Microsoft at one grain

DELIVERY

Two Weeks, Two Milestones, One Standing Estate.

The engagement is short because the scope is fixed and the integrations are light. What it leaves behind is not short-lived: the classified estate stays live in XOPS rather than ageing in a slide.

TIMELINE

WK	FOCUS	EXIT MILESTONE
1	Activation — SSO connected, admin access granted for the AI tool, identity and seat data flowing into the graph.	Data flowing
2	Classification & readout — consumers resolved to the two pillars, unnamed spend held, the named conditions surfaced with owners; estate handed over.	Estate classified

SUCCESS CRITERIA

- 100% of consumption of the connected AI tool classified to a person, an agent, or the unnamed hold
- Zero inferred owners — no consumer resolved on inference rather than clean evidence
- Idle and unused AI seats identified and valued in dollars
- Departed employees with live AI access flagged to zero
- Classified estate live and in use — zero report requests required to answer an AI access question
- Completed within the two-week window with no impact to production operations

From Starter Kit to standing posture.

The Starter Kit classifies the estate. AI Workforce Rapid Activation is the Year 1 conversion path — personas, budgets, autonomy ceilings, and the Agent Workforce Index, governing both consumers continuously instead of a one-time snapshot.

Two consumers. One estate.

See your own AI estate classified in a 15-minute working session.

Fixed-fee, sized to your organization — 100% creditable toward your first year on the platform.

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