

PRIME & PARTNER CAPABILITY BRIEF

Co-branded specialist delivery for Microsoft partners, prime contractors, consultancies, cybersecurity firms, fractional technology leaders, and software delivery teams.

SPECIALIST WORKSTREAMS

- AI readiness, evaluation baseline, and release evidence
- .NET and SQL modernization blueprint
- Business-logic discovery and parity-validation plan
- RAG architecture, access-boundary, and citation review
- Human-reviewed workflow and blocked-action design
- Technical volume, architecture, decision record, and evidence package

OPERATING MODEL

- Partner owns the broader account and program context
- LongTermCapabilities owns the named specialist scope
- Direct technical access is required
- Co-branded delivery is preferred
- Workshare, IP, confidentiality, acceptance, and payment are written
- No hidden staff augmentation or pay-when-paid

LOW-RISK FIRST PROJECT

Joint Discovery & Architecture Workshop - 2 working days plus preparation and readout - \$5,000 - Paid before scheduling

A paid trust bridge that produces a high-level system map, gap summary, workstream boundary, and recommendation for the smallest credible next engagement.

Outputs: Joint discovery agenda and stakeholder map; High-level current-state system or workflow map; Named technical gaps, unknowns, and dependencies; Preliminary workstream boundary and responsibility split.

PRE-AWARD CONTRIBUTION

- Opportunity qualification and bid/no-bid input
- Specialist workstream and assumption definition
- Technical-volume and architecture narrative
- Key-personnel availability and artifact commitments
- No open-ended unfunded capture labor

POST-AWARD PERFORMANCE

- Named deliverables, milestones, and acceptance
- Direct access to technical stakeholders
- Mutual confidentiality and conflict checks
- Background IP and client-specific work-product boundaries
- Knowledge transfer and explicit handoff