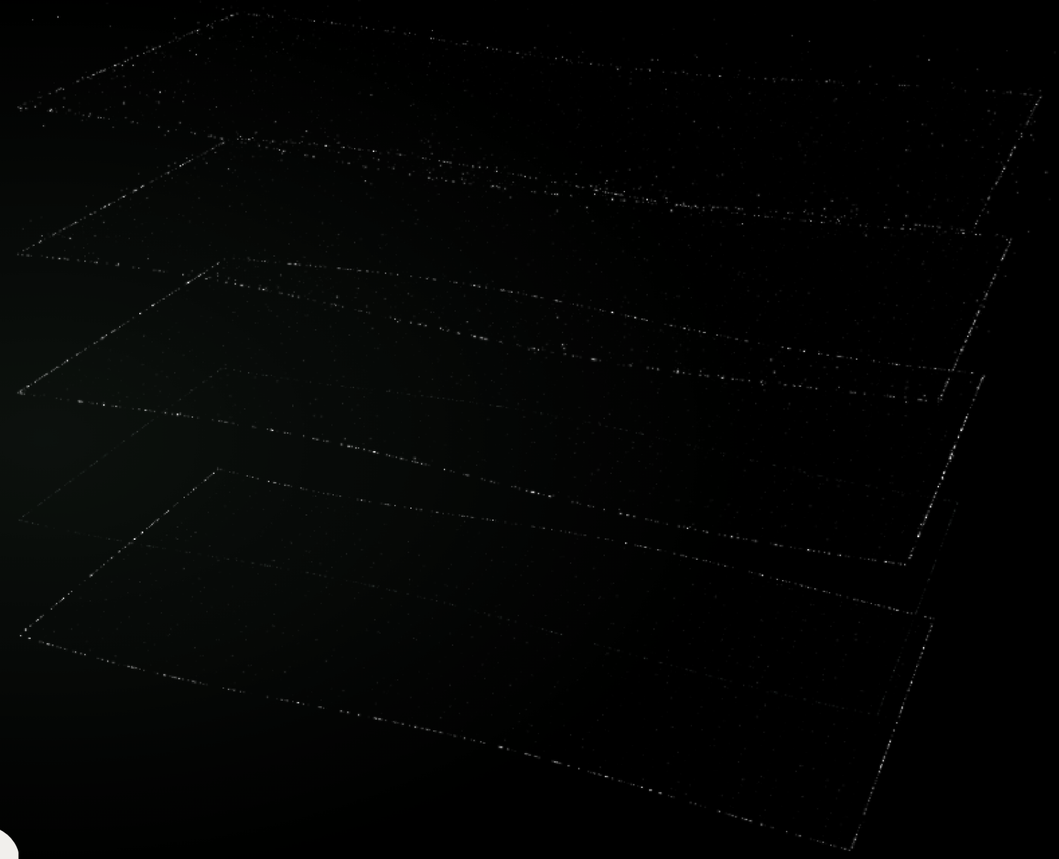


ENTERPRISE 2.0

THE JUDGMENT LAYER.

Why nothing you automate ever gets better.



ACT I

THE LADDER

You build a harness, and the team goes uneven.

RUNG 01

IT KNOWS EVERYTHING EXCEPT YOU.

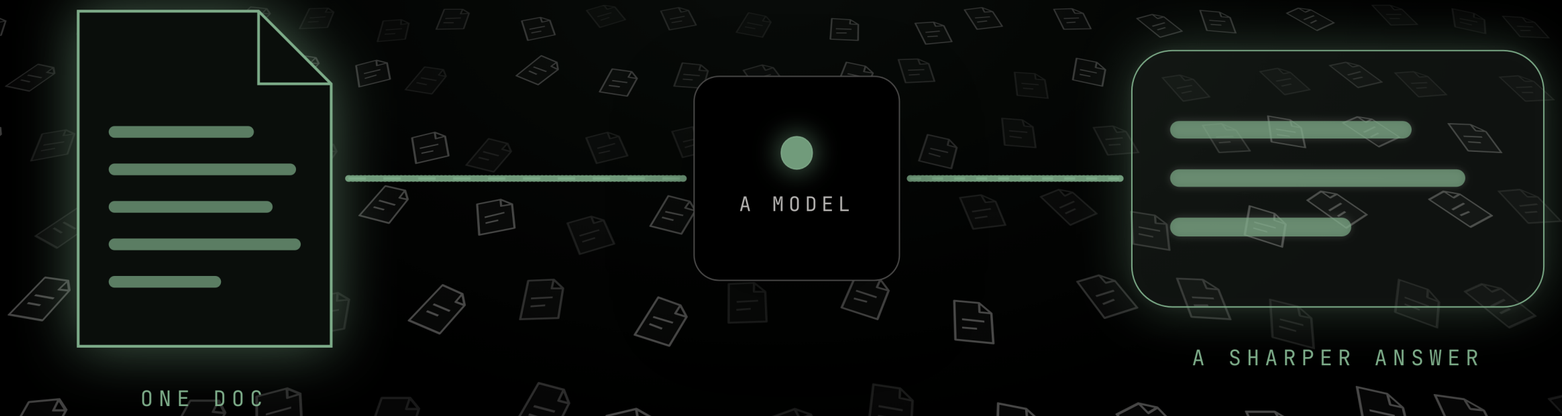


VERDICTS ON RECORD 0

The same answer anyone would get.

RUNG 02

GIVE IT ONE FILE AND IT GETS SHARPER.

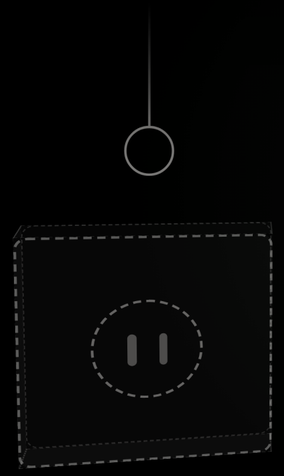


VERDICTS ON RECORD 0

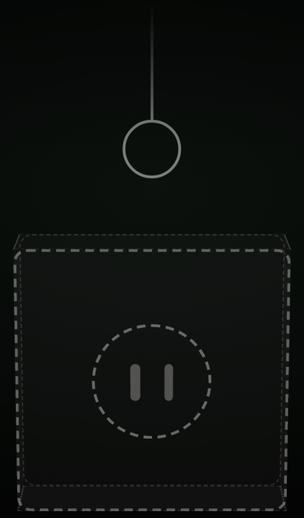
The rest of what you know stays on the floor.

RUNG 03

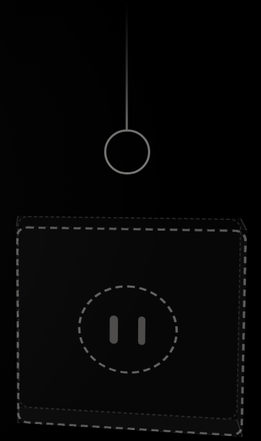
IT STILL HAS NO IDEA WHO YOU ARE.



WHO YOU ARE



WHO YOU WORK WITH

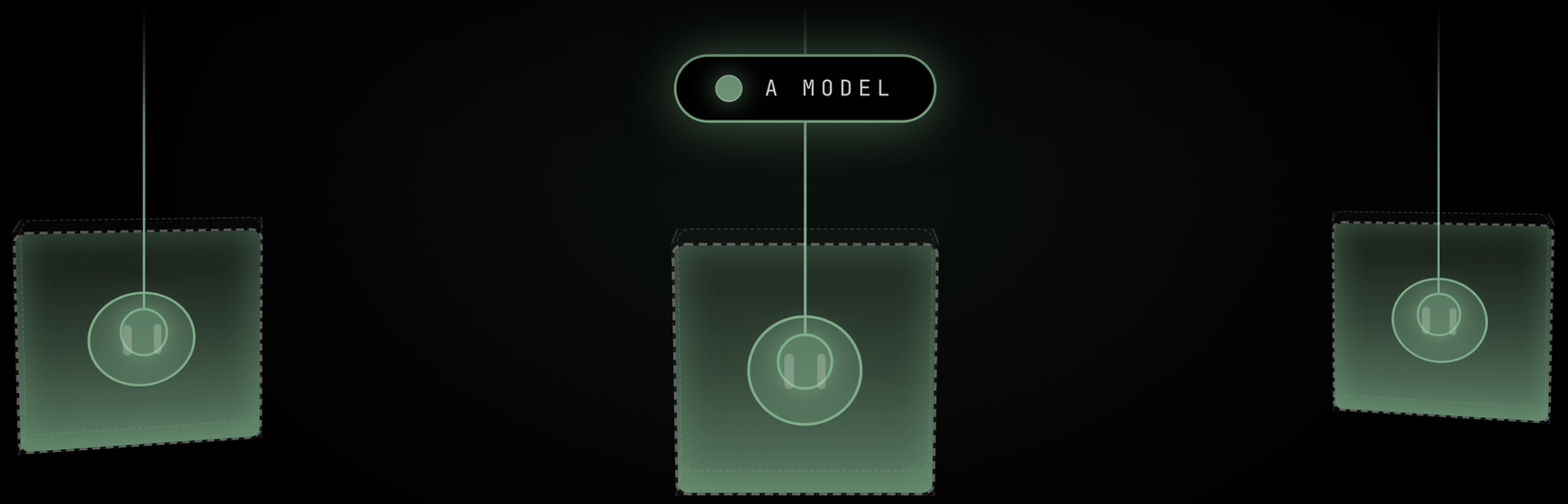


WHAT YOU AGREED TO

VERDICTS ON RECORD 0

RUNG 04

SO YOU WIRE YOURSELF IN.



YOUR EMAIL

EVERY TRANSCRIPT

YOUR CALENDAR

VERDICTS ON RECORD 0

RUNG 05

NOW IT DRAFTS, PREPS, AND BRIEFS YOU BEFORE 7AM.

YOUR ASSISTANT · IT ACTS

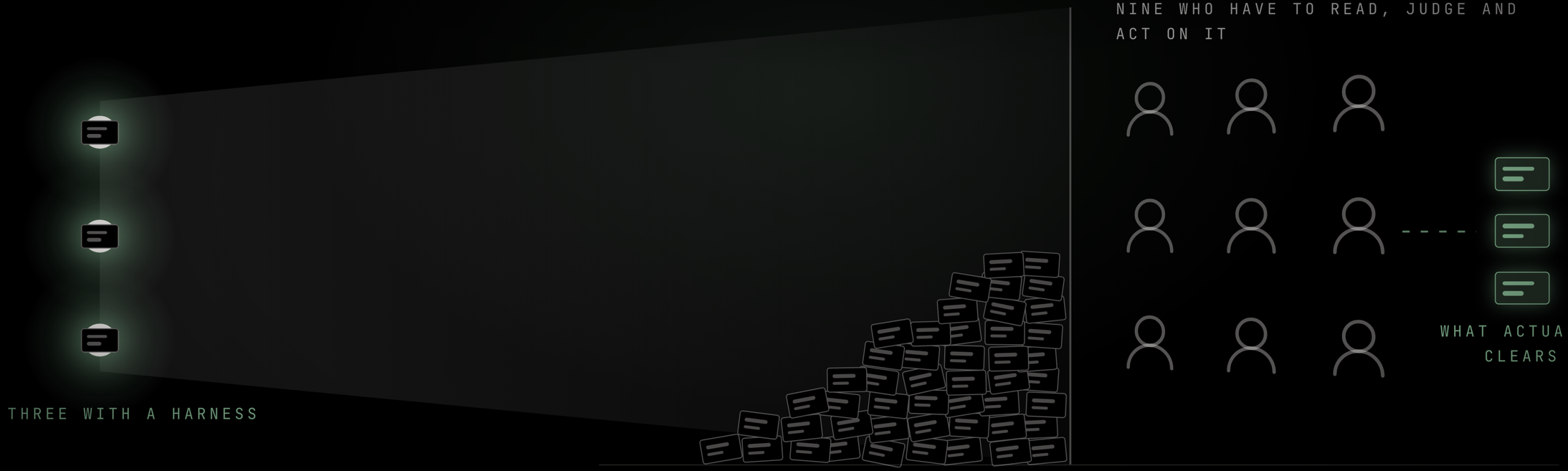


VERDICTS ON RECORD 0

Nobody else on your team has a harness like this.

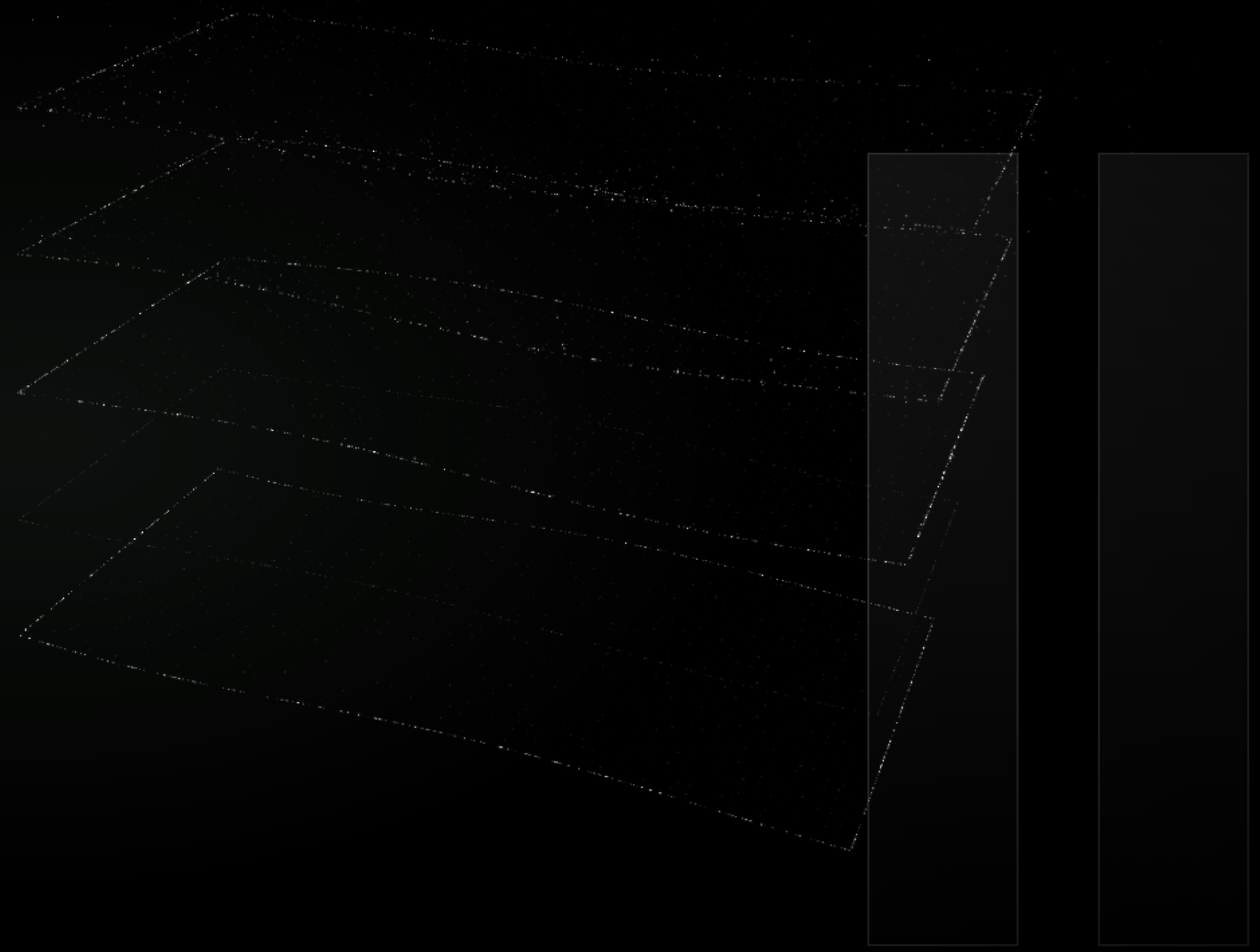
RUNG 06

THE FEW WHO GOT FASTER MADE EVERYONE ELSE THE BOTTLENECK.



VERDICTS ON RECORD 0

The fix is one level up.



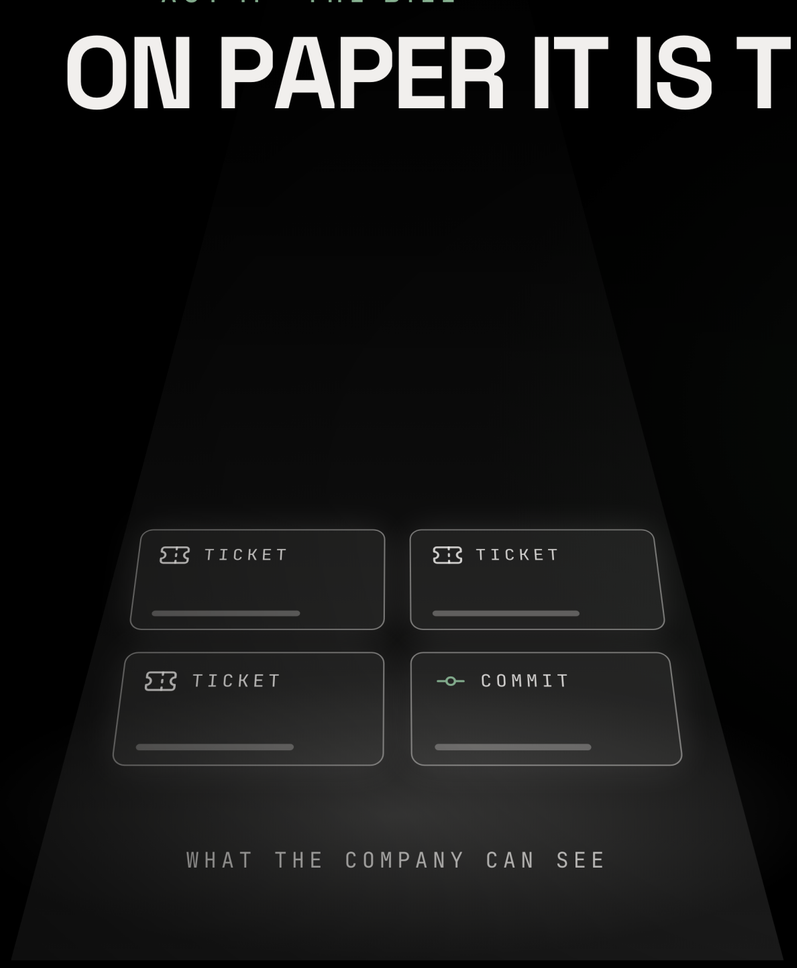
ACT II

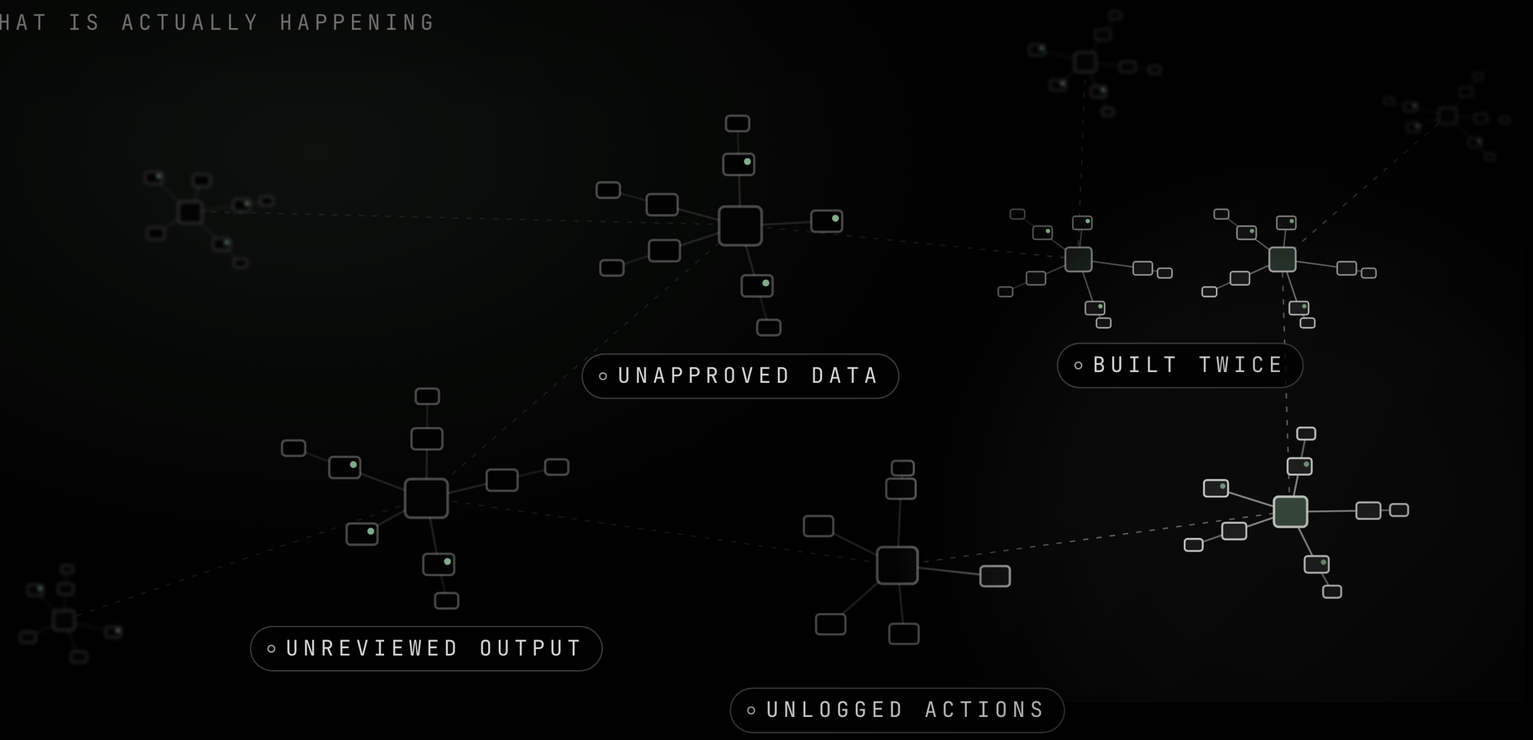
THE BILL

The work runs off the record.

ACT II · THE BILL

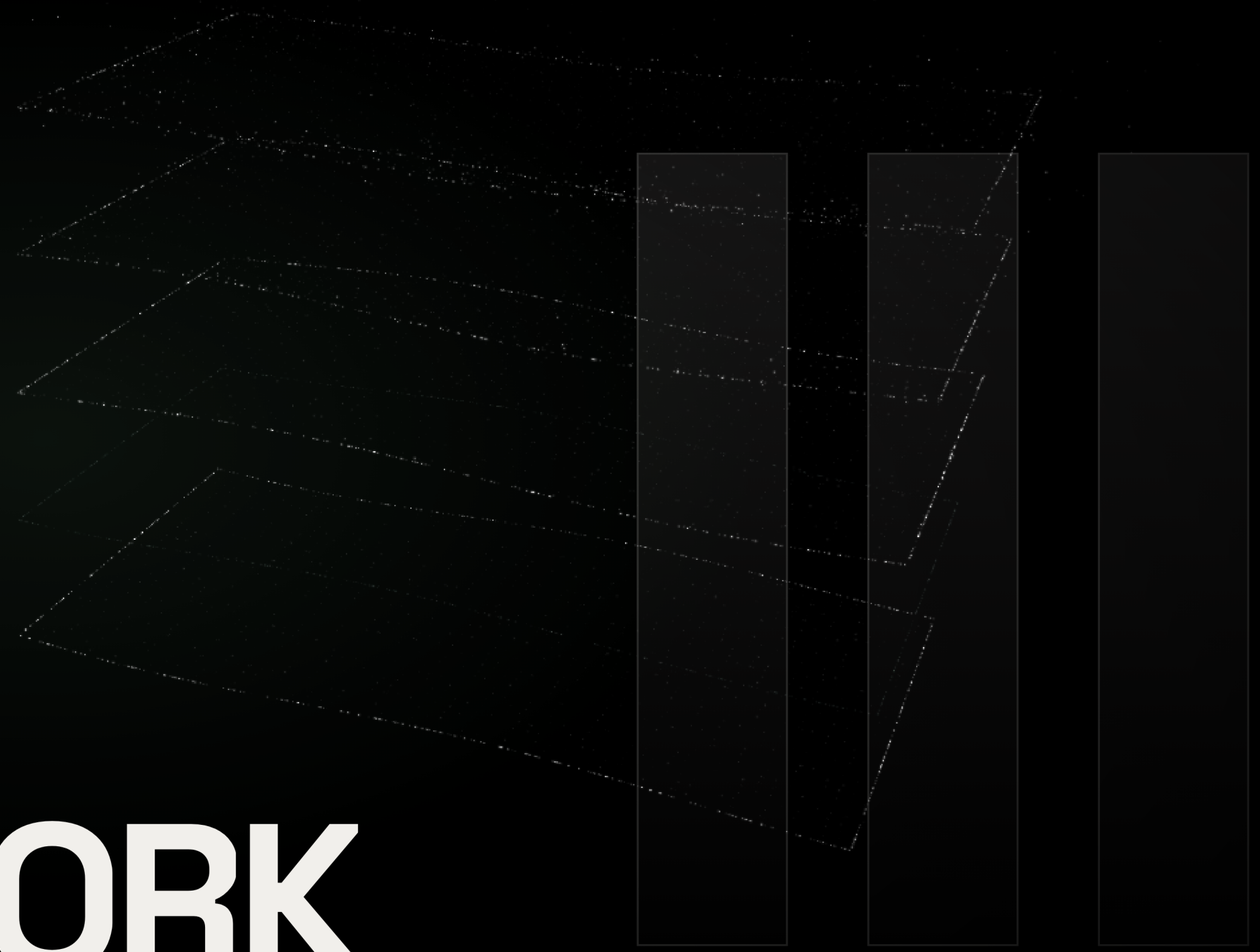
ON PAPER IT IS THREE TICKETS AND A COMMIT.





It happens off the record, where it cannot be reviewed, reused, or made standard.

VERDICTS ON RECORD 0



ACT III

THE REAL WORK

You automated the old process.

ACT III · THE REAL WORK

YOU MADE THE WRONG THING FASTER.



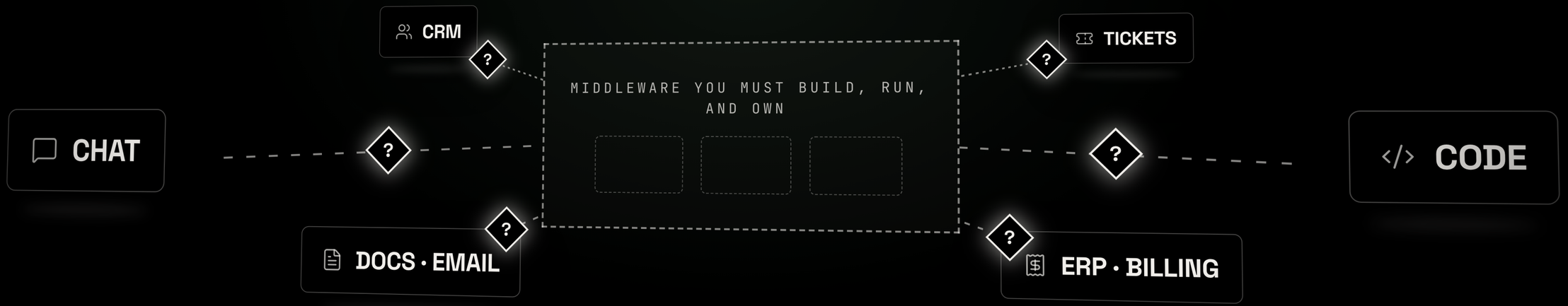
TWO STEPS AND ONE JUDGMENT, FOR THE SAME OUTCOME

VERDICTS ON RECORD 0

The work is deciding what the process should be, then engineering it.

ACT III · THE REAL WORK

POINT SOLUTIONS WERE BUILT TO STAND ALONE.



EVERY JOINT IS A PERMISSION QUESTION, AND NO EXISTING ROLE CAN ANSWER IT

VERDICTS ON RECORD 0

Scope is the only answer that survives.

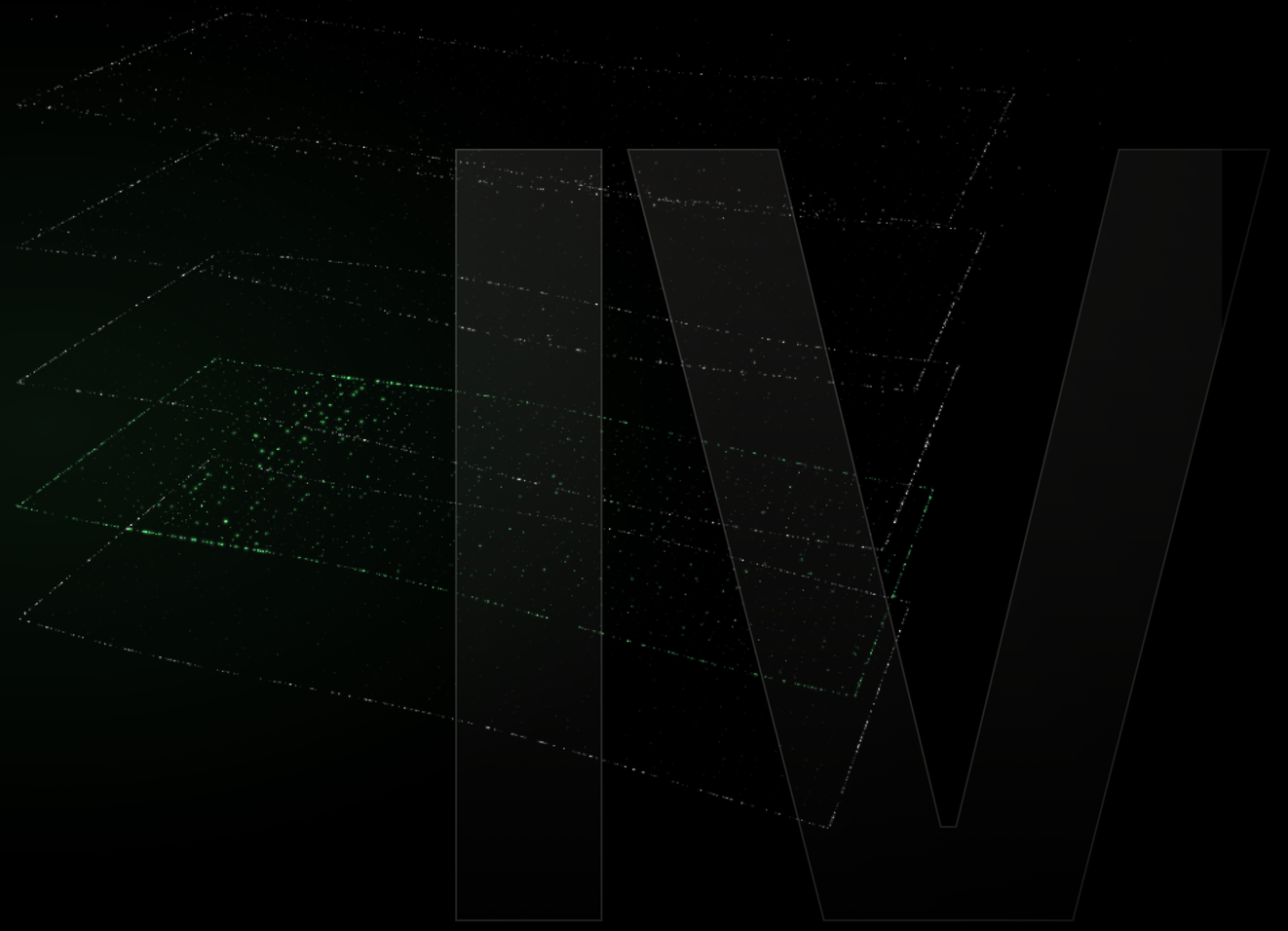
ACT III · THE REAL WORK

NOBODY OWNS THE NEW QUESTIONS.

THE QUESTION	WHO OWNS IT
Who consents to recording the meeting?	
How long do the transcripts live?	
Who approves an agent's access to that data?	
Who buys the licenses?	
Who pays for the tokens?	

VERDICTS ON RECORD 0

Those blanks are a job description.



ACT IV

THE VISION

Autonomy is engineered, and trust compounds.

ACT IV · THE VISION

AUTONOMY IS ENGINEERED, ONE LOOP AT A TIME.



EVERY VERDICT IS EVIDENCE, SO THE LOOP STARTS WIDER

You codify what your best people already do, so no committee has to invent it.

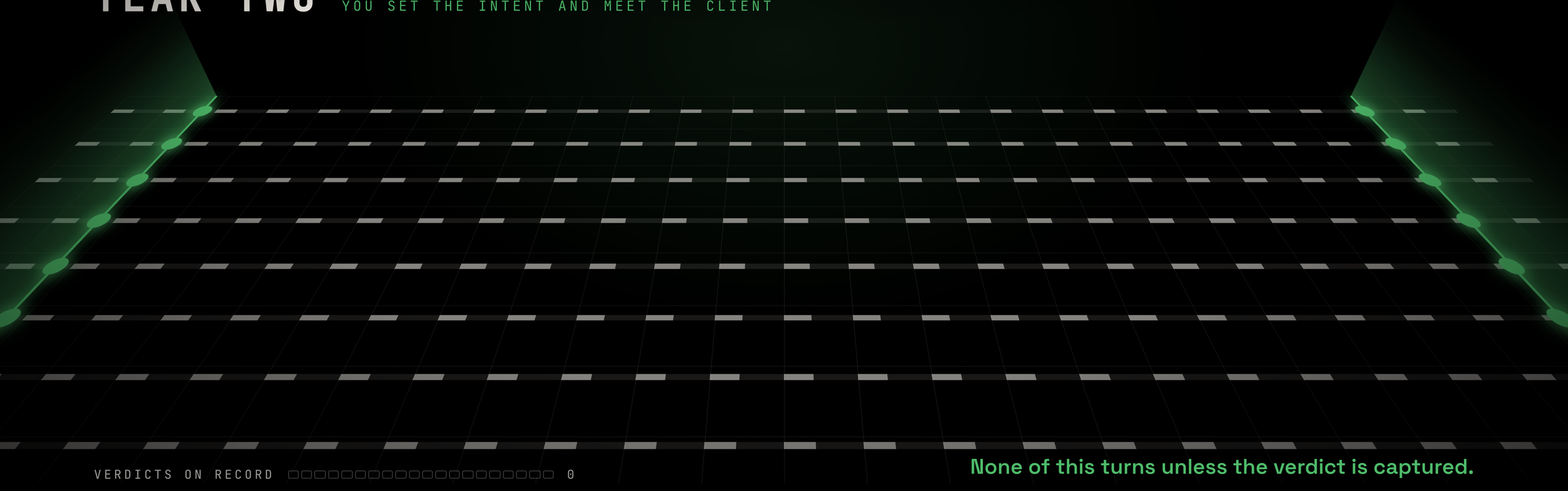
VERDICTS ON RECORD 0

ACT IV · THE VISION

AS TRUST COMPOUNDS, YOU MOVE TO THE EDGE.

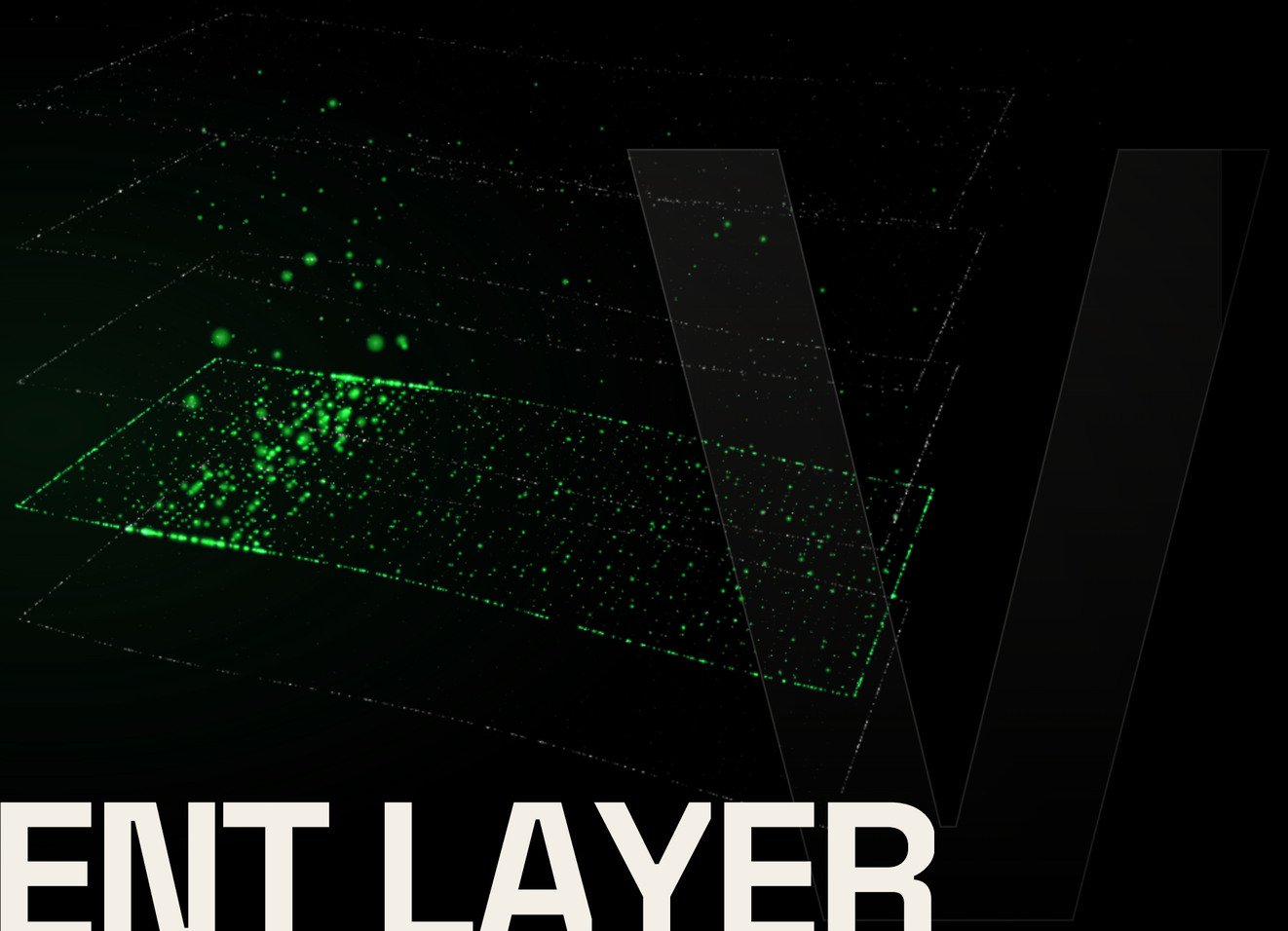
YEAR TWO

YOU SET THE INTENT AND MEET THE CLIENT



VERDICTS ON RECORD 0

None of this turns unless the verdict is captured.



ACT V

THE JUDGMENT LAYER

The layer nobody is building.

• ILLUSTRATION

ACT V · THE JUDGMENT LAYER

THE VERDICT IS THE ONE THING YOU NEVER MEASURED.



Your company produces a labeled dataset every day and stores none of it.

VERDICTS ON RECORD ▢▢▢▢▢▢▢▢▢▢▢▢▢▢▢▢▢▢▢▢ 0

• ILLUSTRATION

ACT V · THE JUDGMENT LAYER

MAKE THE VERDICT CHEAP TO GIVE.

WHAT THE AGENT PRODUCED

Renewal quote · Meridian

~~Net-30~~ **Net-45** · 12% · auto-renew

Send today

✓ APPROVE ✕ REJECT EDIT & SEND

ONE CLICK, WHERE THE WORK ALREADY IS

DECISION

actor	human / j.alvarez
verdict	edited
reason	“60-day terms for procurement review”
diff	net-30 → net-45
at	2026-08-20 09:14

VERDICTS ON RECORD 1

The gap between what it drafted and what you sent is the lesson.

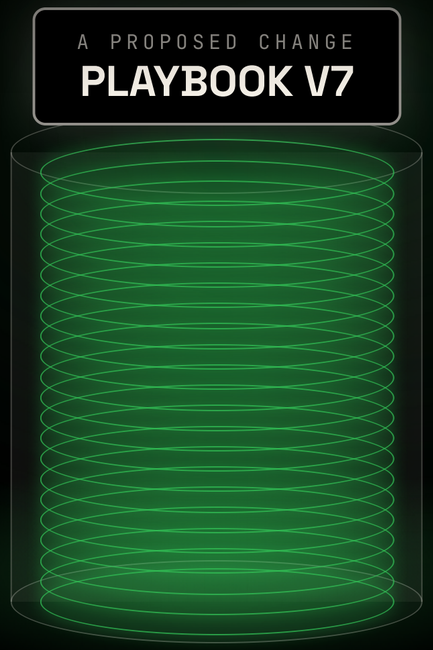
• ILLUSTRATION

ACT V · THE JUDGMENT LAYER

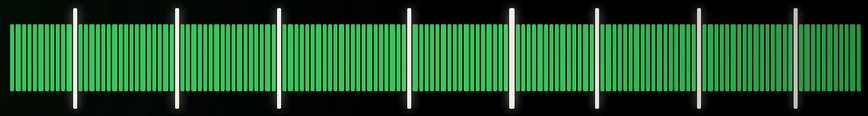
YOUR VERDICTS ARE THE EVAL SET.

EVERY VERDICT YOU CAPTURED

- APPROVED
- EDITED
- REJECTED
- EDITED
- APPROVED
- EDITED



YOUR EVAL SET 150 REAL DECISIONS

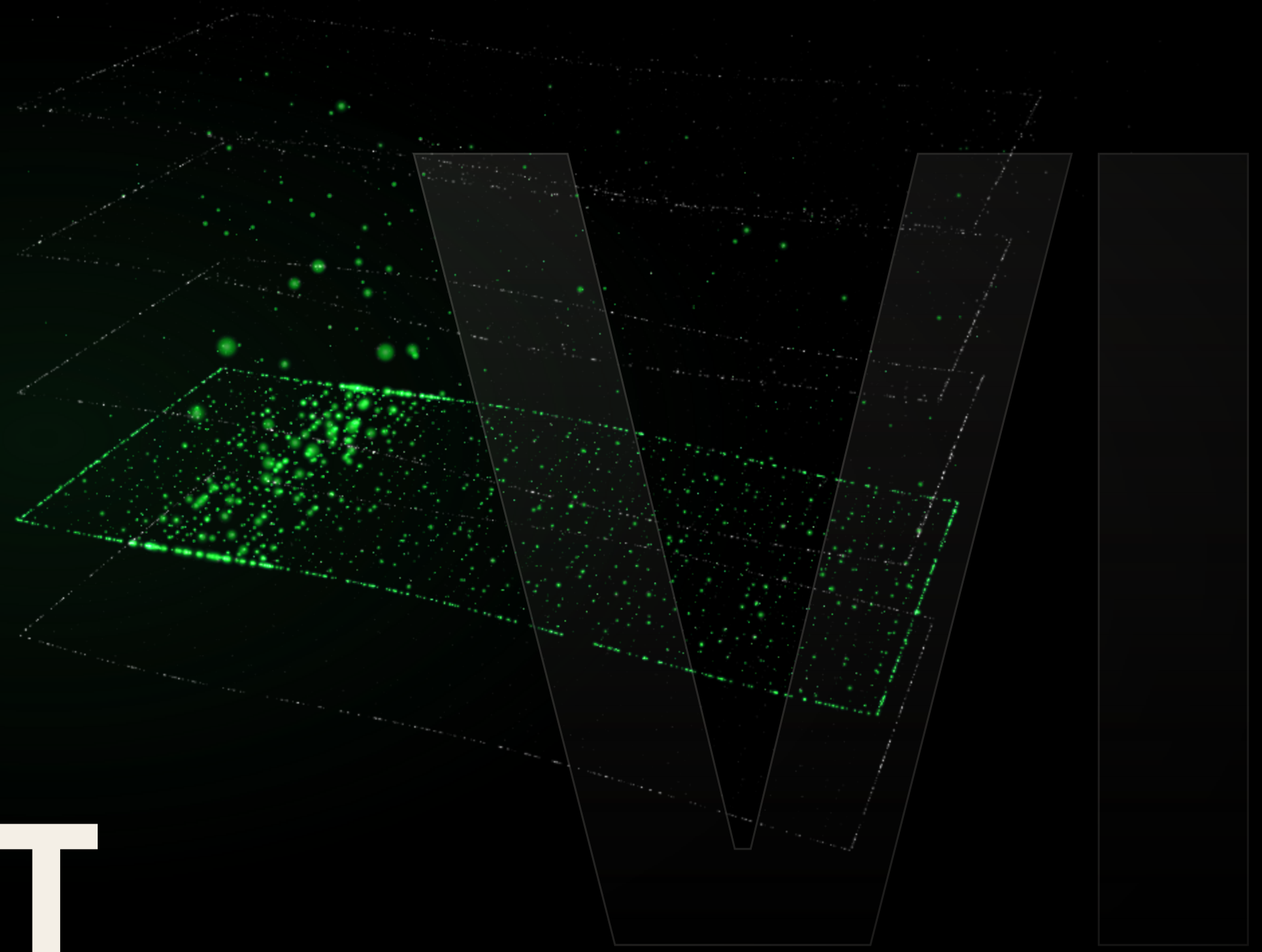


142 OF 150 REPRODUCED

8 REGRESSIONS TO FIX BEFORE SHIP

VERDICTS ON RECORD 150

The only benchmark built from your own people's decisions.



ACT VI

WHO RUNS IT

Harvest the few. Give the new questions an owner.

ACT VI · WHO RUNS IT

START WITH THE TWO WHO ALREADY BUILT ONE.

IN EVERY ROLE, 5–15% ARE ALREADY BUILDING



CODIFY WHAT THEY DO

FORWARD DEPLOYED ENGINEERS, IN THE ROLE, ALONGSIDE THEM

• ONE HARNESS THAT EVERYONE RUNS

VERDICTS ON RECORD 150+

The other ten receive it without ever building one.

ACT VI · WHO RUNS IT

NOW SOMEBODY OWNS THEM.

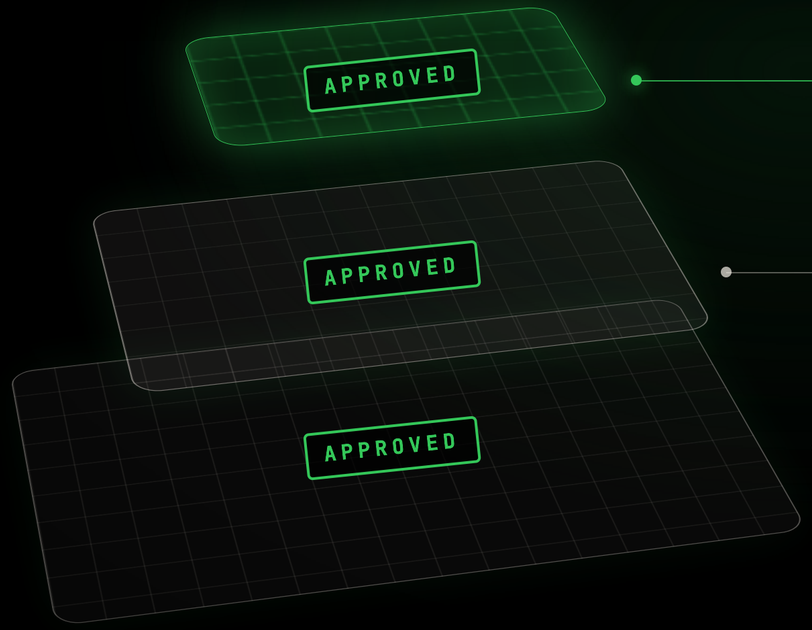
THE QUESTION	WHO OWNS IT
Who consents to recording the meeting?	AGENT RESOURCES
How long do the transcripts live?	AGENT RESOURCES
Who approves an agent's access to that data?	AGENT OPS
Who buys the licenses?	AGENT OPS
Who pays for the tokens?	AGENT OPS

- **AGENT RESOURCES** Consent · policy · how people work alongside agents
- **AGENT OPS** The shared harness · orchestration · access · spend

VERDICTS ON RECORD 150+

ACT VI · WHO RUNS IT

CONTEXT HAS A CURATOR.



PERSONAL

HOW YOU WORK · YOUR INBOX

- You, and nobody else

TEAM / PROJECT

CONVENTIONS · CURRENT STATE

- An agent proposes · the team approves

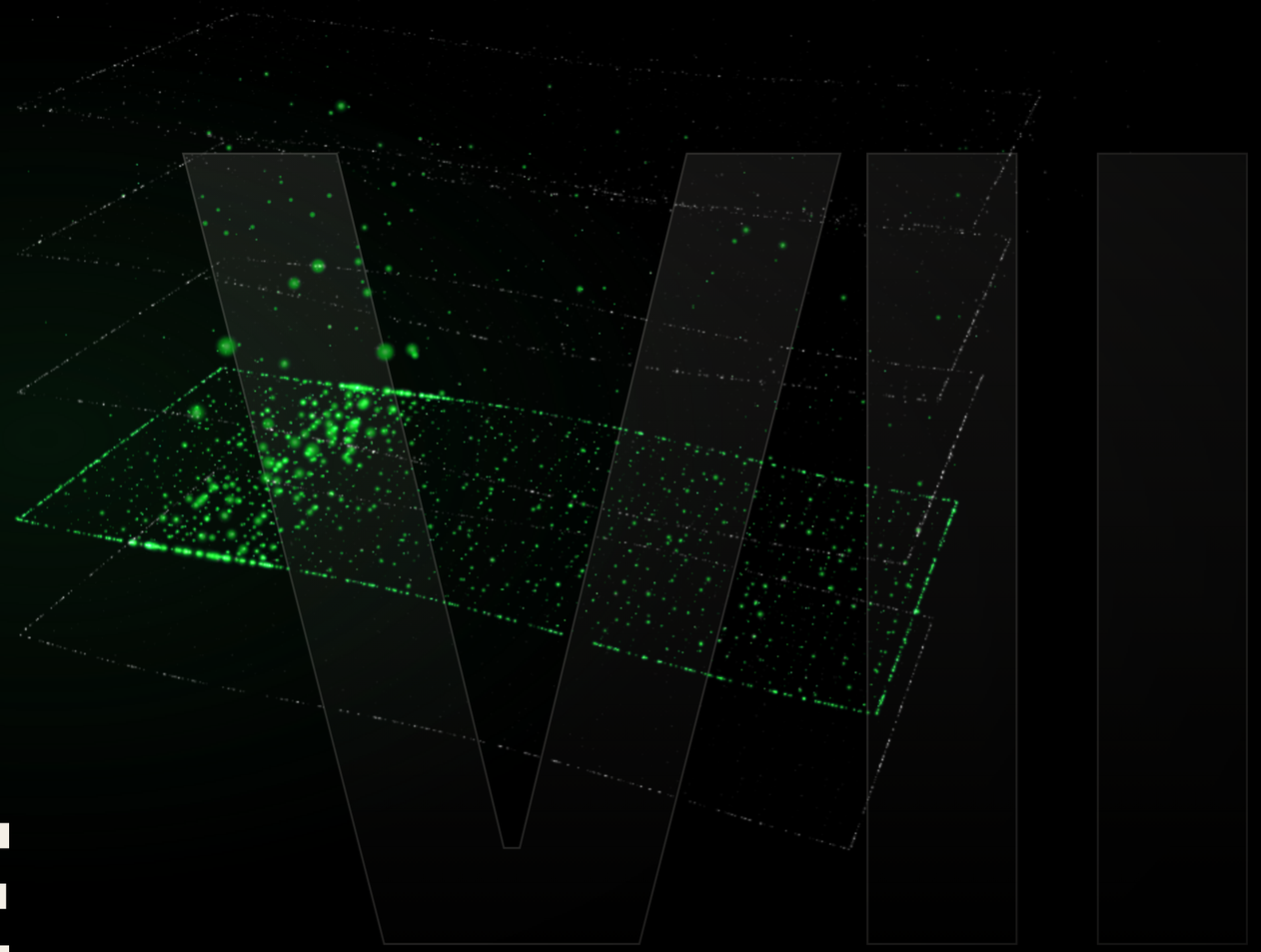
COMPANY

POLICY · VOICE · PLAYBOOKS

- An agent proposes · humans approve

VERDICTS ON RECORD 150+

Even curation is a verdict, and it lands on the same ledger.



ACT VII

IN PRACTICE

A deal, a feature, and an incident.

ACT VII · IN PRACTICE

THIS IS WHAT THE WORK RUNS ON.



VERDICTS ON RECORD 150+

Eight systems, one place where a person is asked to decide.

ACT VII · IN PRACTICE

A DEAL NEEDS YOU THREE TIMES.

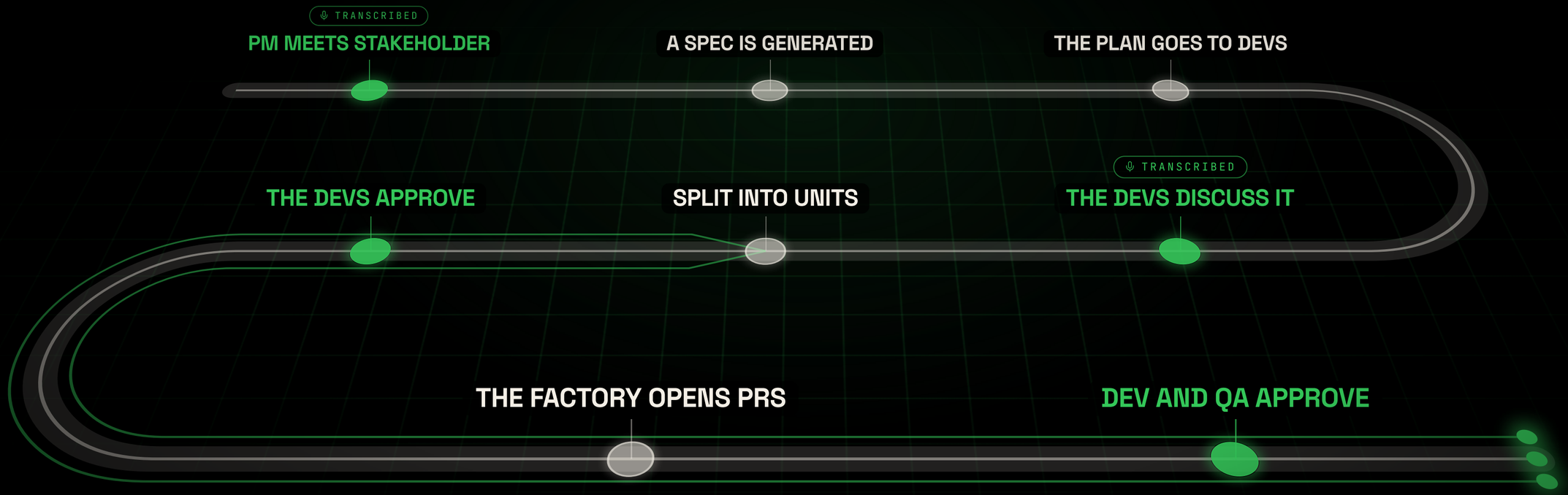
	WHAT HAPPENS		SYSTEM
01	An email arrives from a new prospect		MAIL
02	It reads the thread against the company knowledge		KNOWLEDGE
03	It checks your calendar and proposes three slots		CALENDAR
04	**You approve the reply**	APPROVE	YOU
05	The client accepts and the meeting is recorded		CALENDAR
06	It pulls four buying questions out of the transcript		TRANSCRIPT
07	It drafts a reply with the four matching case studies		KNOWLEDGE
08	**You edit two lines and send**	EDIT	YOU
09	The second transcript asks for an SOW on one service		TRANSCRIPT
10	It drafts the SOW and soft-holds two developers		ERP
11	**You approve the SOW**	APPROVE	YOU
12	The client signs and the opportunity becomes a deal		CRM
13	The two developers are locked to the engagement		ERP

Ten agent actions, three decisions, thirteen rows on the ledger.

VERDICTS ON RECORD 150+

ACT VII · IN PRACTICE

TWO MEETINGS AND TWO APPROVALS PRODUCE A FEATURE.



VERDICTS ON RECORD 150+

The transcript of the meeting became the unit of work.

• ILLUSTRATION

ACT VII · IN PRACTICE

AN ERROR AT 2AM BECOMES A PULL REQUEST BY 9AM.

09:05

AN ERROR FIRES

TRIAGE AGENT WAKES

IT PULLS THE CODE

IT OPENS A PR

DEV AND QA APPROVE

VERDICTS ON RECORD 150+

Nobody was paged.

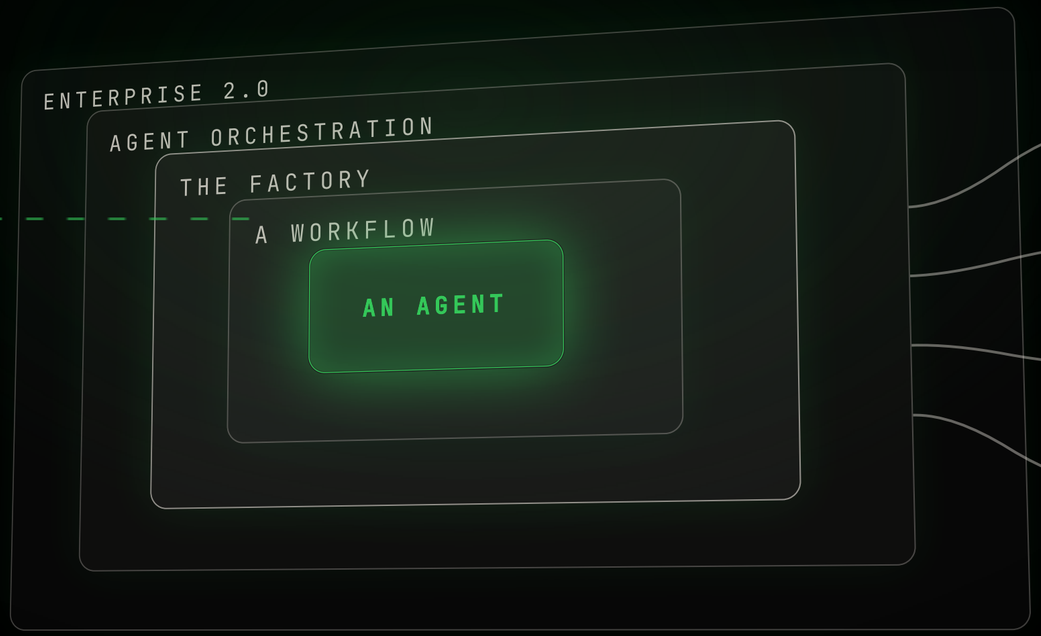
CLOSE

YOU ARE BUILDING ENTERPRISE 2.0.

THE JUDGMENT LAYER

- EVERY VERDICT
- REASON AND DIFF
- ON ONE LEDGER

YOUR PEOPLE



THIRD-PARTY SERVICES

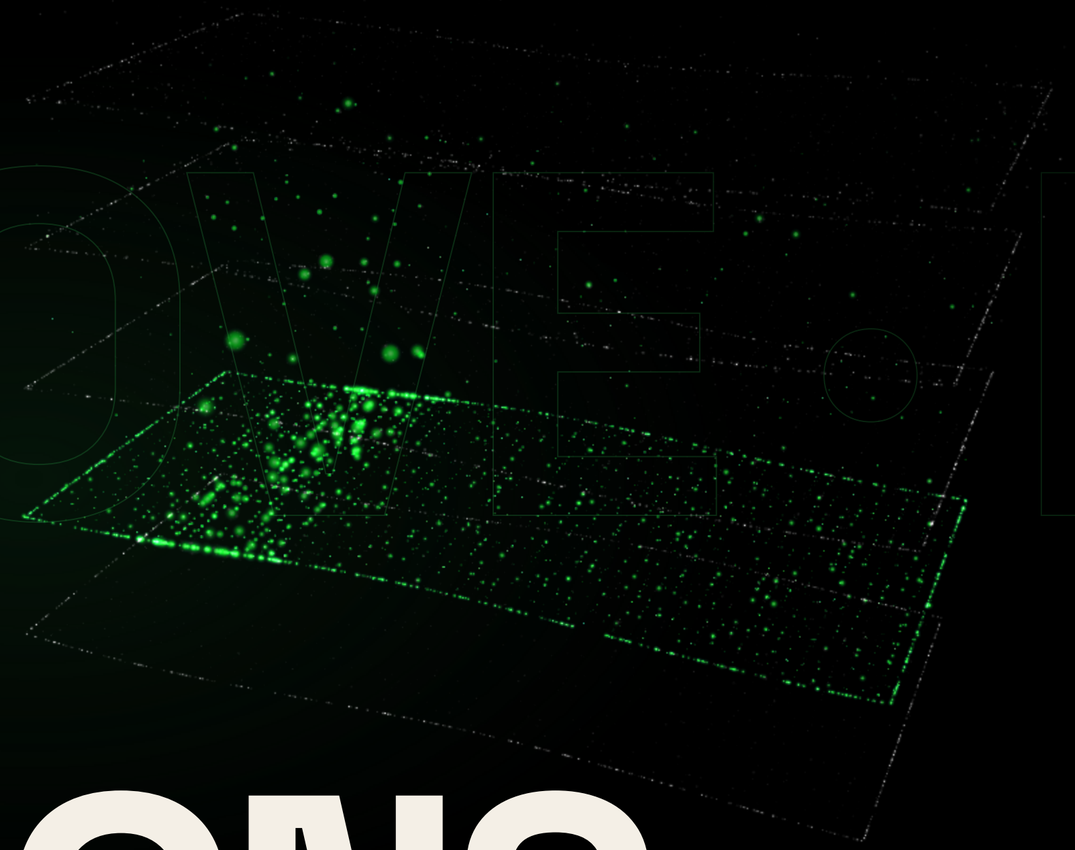
- CRM · ERP
- Mail · calendar
- Docs · storage
- Billing · payroll

THE FACTORY IS ONE LAYER INSIDE IT, AND ALL OF IT IS YOURS TO GOVERN

VERDICTS ON RECORD EVERY VERDICT

The verdicts coming back on the left are the only reason any of it improves.

APPROVE. OR



THE JUDGMENT LAYER

QUESTIONS.

Your company produces a labeled dataset every day and stores none of it.