EVEGLYPHDESIGN · POSITION PAPER

The Additive Position

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Who EVEglyph Design technology is made available to, on what terms, and how it enters an enterprise estate without competing with the vendor already in it.

> Additive, not substitutive. We mirror; we do not cannibalise. The customer keeps the data, the vendor keeps the customer, and the mirror feeds back.

Derived from the Executive Boot Contract `EgD-BOOT-001` — durability, repository-only record, versioned reversibility, the rule of three — and from the working reference model in `eve-datasphere-sovereign`.

I. Who it is for

Three roles. Entry is by role, not by licence count.

I.1 The child

The consumer model hands a child a feed. The feed selects the next input before the child does. The boot contract already classifies that behaviour in machines as precognitive loading — returning what was not asked for, anticipating a question that was not put. In a model it is a defect. Pointed at a nine-year-old it is the business model.

We invert it. The child receives the raw material and the tools to structure it, inside an environment scoped to school, cohort and parish, with no global discoverability surface. The structuring is the instruction. Sorting, naming, relating and correcting are the work, and the work leaves an artifact.

The claim is bounded and testable: for the hour a child is inside our surface, she is building rather than being loaded. We do not claim anything about the other twenty-three.

I.2 The household

The household is the governing body of the environment the child enters, not a user account inside it. It needs enforceable controls that hold before commercial engagement pressure argues the other way.

Precedence is fixed: safety, then betterment, then everything else. A feature that clears safety but not betterment does not ship. This is a gate in the release process, not a statement of values.

I.3 The practitioner

The parish administrator, the utility engineer, the accountant, the dealer principal, the consultant whose name is on the outcome. Enterprise here denotes personal, traceable responsibility for downstream consequences — not seat count, not an SSO tier. These are the people who absorb the cost of platform decisions taken above them.

II. What is handed over

Three components. Any one of them alone is a demonstration, not a delivery.

II.1 The sovereign database

The content already exists — curricula, registers, ledgers, archives, journal lines — usually inside a system that will not return it in a usable shape. The gap is not content. The gap is a durable place to put it that the originator controls.

That place is an ordinary, permanently readable relational surface: Postgres-shaped, versioned in a repository, schema written in files a person can read. The sovereignty is not in the engine. It is in three guarantees:

- The schema is public and readable. Meaning does not live in a vendor binary. It lives in files that outlast the vendor.
- The record is the repository, not the session. If it cannot be reconstructed by cloning and rebuilding, it is not finished.
- Every change is versioned and carries its inverse. A wrong turn is walked back without anyone's permission.

One shape serves both scales: the child sorting a calendar and the enterprise mirroring a universal journal off a disaster-recovery copy it has already paid for. There is no reduced-function version for the customers without a budget.

II.2 Structuring as the curriculum

Because the schema is readable, organising the material is the education rather than a prerequisite to it. A child who establishes that a person has a birthplace, a birthplace has a country, and a country changes its name over time has done data modelling, historiography and source criticism in one session, and holds a working artifact at the end of it.

The same act at enterprise scale is master-data governance. It is the same skill, taught early, and it is the skill the estate is short of.

II.3 The exit, built before the entrance

Every surface ships with its own egress: full text, timestamped, extractable on demand, in a shape another tool can read. This is not a compliance feature added after a regulator asked. A platform that can hold a customer hostage will eventually be run by someone who does.

Availability has three tiers. Three, not five — five options is deferral.

— Fork it. The repository is public. Take it, run it, no contact required. Default, no cost.

— Adopt the canon. Use the doctrine, schema and ship gates under the EVEglyph Design umbrella, with attribution and the precedence order intact.

— Bring us in. Practitioner engagement on consequential work, with a named human against the outcome.

III. Channel strategy — SAP and Salesforce

The intended commercial position is a formal relationship with both SAP and Salesforce, structured as reciprocal non-competition. We are not a replacement product and will not be positioned as one.

III.1 The agreement we seek

A mutual non-compete covering the licensed estate, with three terms:

— No substitution. We do not displace licensed functionality, we do not price against seats, and we do not appear in a renewal conversation as the alternative.

— Mirror rights. We may replicate objects, schemas and records into the sovereign layer for contexts the licensed platform does not serve, under the customer's authorisation and the vendor's terms.

— Return rights. Anything enriched, structured or corrected in the sovereign layer can be written back into the vendor's system of record, wherever the vendor wants it.

III.2 Mirror without cannibalisation

We mirror; we do not compete. Every object we replicate remains the vendor's object of record, and we hold it read-only until the customer instructs otherwise. The mirror extends reach into environments the licensed platform is not sold into — the parish, the household, the classroom, the small dealer, the volunteer register, the municipality — where there is no seat to lose and no revenue to cannibalise.

The vendor's downside is therefore bounded to zero by construction: no seat is displaced, no module is replaced, no renewal is contested. The verifiable form of that promise is the entry rule already in force — read-only where someone else is the system of record, additive where we are not.

III.3 The return path

The asymmetry is the point. A system of record occupies one place. A sovereign layer occupies many, and it persists across time rather than across a licence term. Every context we enter generates structure — corrected master data, resolved identity, attested activity, retained expertise — that the system of record does not currently collect and cannot easily reach.

That structure flows back. The net direction of value between us and the vendor is inbound to the vendor: they gain coverage in spaces they do not sell into, and they receive the enrichment on their own terms and in their own schema. The SAP-side reference implementation of exactly this pattern — a customer-owned model with the universal journal as its ledger spine — already exists in `eve-datasphere-sovereign`. The Salesforce-side equivalent is the same construction against the object model.

IV. How it enters an existing estate

IV.1 Additive to the incumbent

We do not enter to unseat running systems, their vendors, or the integrators maintaining them. Those organisations carry long payrolls, long contracts, staff trained deeply on one platform and now told it is obsolete, and deadlines nobody in the room set. Adding to that problem is not a market entry, it is a liability.

Entry rule: read-only where someone else is the system of record, additive where we are not. We extend what the customer already owns. The vendor keeps the customer. The customer keeps the data.

Disruption is also poor engineering. The customer pays for a disrupted incumbent — in outage, in retraining, in an unbudgeted migration. Making a customer absorb that to prove a thesis is a bill sent to the wrong party.

IV.2 Displacement capacity, built in advance

The technology moves work. Stating otherwise would not survive the first meeting. The position is not that displacement will not occur; it is that we intend to hold the retraining capacity when it does, at scale rather than case by case.

The staff at risk are the only people who know why the system behaves the way it does on the last working day of the quarter. That knowledge is the scarcest asset in any transformation and the first thing a cost-driven programme discards. The commercially correct move is to capture it, attribute it, and put its owner in front of the new platform as its instructor.

The same three tools do this work: the sovereign surface as the capture point for departing expertise; the structured environment as where a mid-career practitioner learns the new platform; the repository as the durable, attributable record that the contribution existed.

IV.3 Order of precedence

Fixed, and not renegotiated per deal.

— Safety. Nothing ships that cannot clear it, whatever it earns.

— Betterment. Safe but of no benefit to the user is still not shippable.

— Everything else. Growth, engagement, revenue and competitive position sit below the line, and every counterparty is told so before signature.

V. What we will not do

Three refusals, stated so they can be held against us.

1. No feed for children. No global discoverability, no follower counts, no streaks, no engagement optimisation pointed at a developing mind. Standing is earned through evidenced service, or it is not earned.
2. No lock-in. No proprietary tangle, no exit fee, no schema held hostage, no "export" that returns a shape nobody else can read. A fork that stops working is a defect and is logged as one.
3. No customer-funded thesis. We do not break a working system to demonstrate a better one, and we do not go to market on somebody else's outage.

VI. The standard of proof

Not a statement of intent. Each line is testable against the repository, which is the only place it counts.

— It is committed, or it did not happen. No finding, figure, decision or artifact exists only in a conversation.

— It is reachable, or it is not delivered. A surface is live when the holder can open it — not when a pipeline turns green.

— The failures are published too. Breaches are logged in a public defect register with what was asked, what was done instead, the cheaper path that existed, and the waste. An institution that publishes only its wins has published nothing.

VII. The position, in three sentences

The technology is handed over in a form the holder can take and leave with, because a platform that cannot be left will eventually be run by someone who knows it.

We enter additively and read-only, and we contract for non-competition with the incumbents, because the customer — not the vendor, and not us — pays for disruption.

We mirror into the spaces the system of record does not reach and feed the structure back, because we occupy many contexts and it occupies one.