

## **Decision Authority Sales Pitch**

Audience: GC, CRO, CIO, Head of  
Regulatory Affairs, Board Risk  
Committee

Goal: Close a scoped authority  
engagement (not a license)

### **OPENING (30 SECONDS)**

You are not looking for another  
analysis product. You are looking for  
a way to make a regulated decision  
that will still stand up when it is  
questioned later.

### **REFRAME (60 SECONDS)**

Most modernization failures happen  
because approvals were issued on  
assumptions. Legacy Lens removes  
assumption from the record. We produce  
a deterministic, replayable evidence  
bundle and we refuse to assert  
equivalence where proof collapses.

### **WHAT YOU GET (60 SECONDS)**

- one declared scope
- one declared governance context
- one immutable evidence bundle
- a GO / NO-GO / REFUSE outcome with  
reasons
- board- and regulator-ready  
documentation

If the answer is NO-GO, that outcome  
is intentional and defensible.

### **WHY IT IS DIFFERENT (45 SECONDS)**

We do not execute code. We do not  
infer runtime behavior. We do not  
certify compliance. That is why our  
output survives audit and litigation.

### **CLOSE (30 SECONDS)**

This engagement replaces months of  
debate and creates a record you can  
rely on. The cost is \$1M to \$2M  
depending on scope and urgency. The  
downside risk it avoids is materially  
larger.