



THE LAB · ENTRY 02 · MOCKUP

From a stranger's first question to *a key they can hand an underwriter.*

Twelve stages. The first four need no account, no integration and no access to anybody's environment — they are five documents and a page. The rest is one engineering build, and it is the same build every time, which is the only reason any of this could be a business.

Edition v1 · 12 September 2026

Live page riskmandate.ai/lab-abp-flow.html

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This is a dated edition of a page that changes. The Lab holds our current thinking, and current thinking moves. This PDF does not: it is what we thought on the date stamped below, kept so the reasoning can be followed rather than only its conclusion. The live page may since have been corrected, extended or withdrawn — and if it has, the edition list on it will say so.

Twelve stages. Four of them are documents.

Stages one to four are the whole sales motion and they are shippable now. Stages six to ten are a single build — a template vault that gets cloned per customer — and that build is the product even though nothing on this site sells it.

STAGE	WHAT HAPPENS	STATE
1 Encounter	A stranger reads the question and recognises themselves in it	ships now
2 Self-select	Which of these five shapes is yours	ships now
3 Draft	The pre-computed policy for that shape. Free, instant, no account	ships now
4 Correct	They tell us where it is wrong. The conversion and the elicitation are the same move	ships now
5 Purchase	On the store, against the tiers that already exist	rail exists
6 Provision	Clone the template vault, seed it with the corrected draft	needs the template
7 Elicit the mandate	The only part that genuinely needs a person, or a good enough question set	needs the questions
8 Measure the grant	From the shape, the credentials and the connectors actually enabled	needs the library
9 Compute	Delta, label, leaflet. All derived, none authored	needs the computation
10 Deliver	The vault, and a read key they can share with anybody	needs the template
11 Live	Recompute when an input moves. The history is the business case	needs a receiver
12 Uplift	The twin, the score, the standards mapping — signed by somebody who did not sell stages one to ten	later

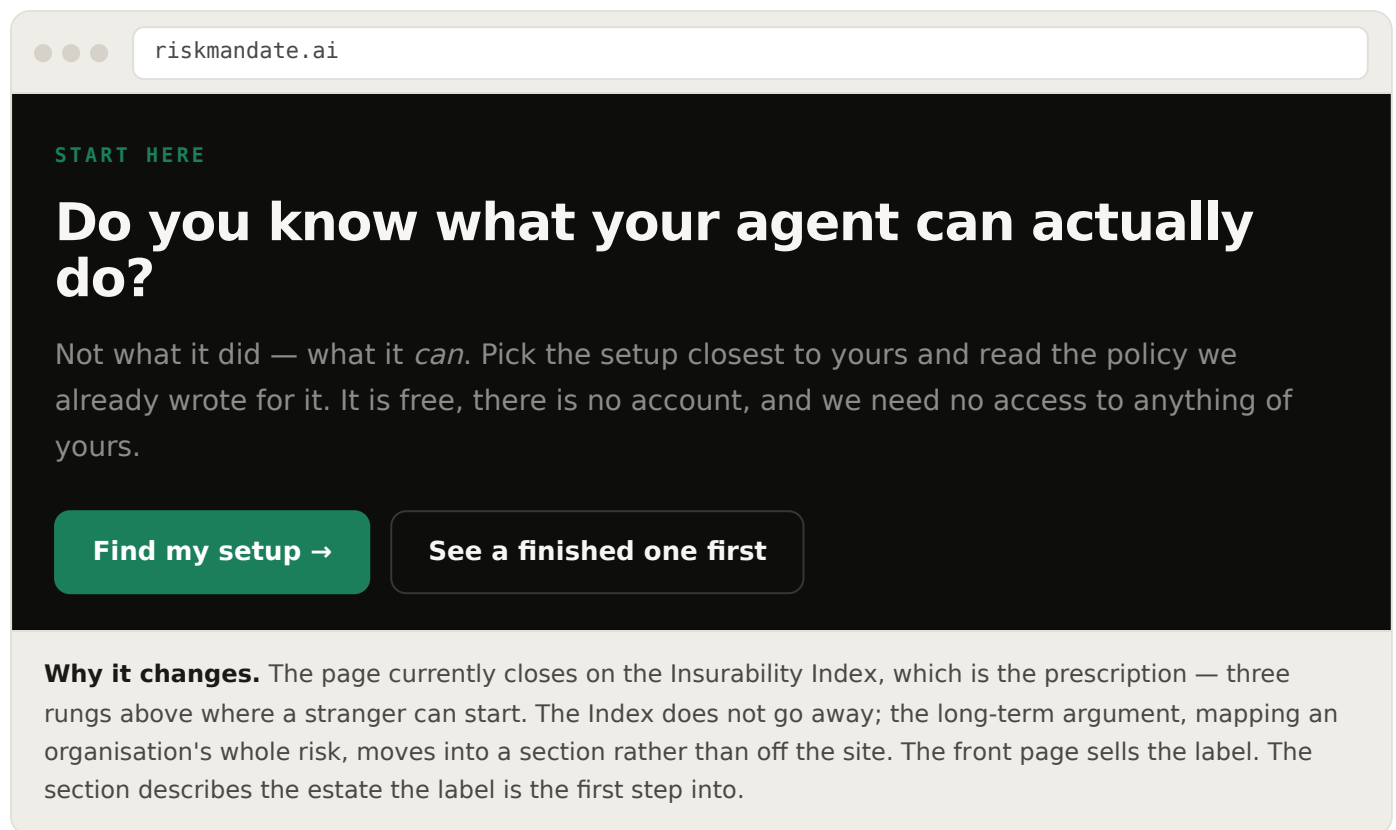
The first policy will be made by hand. If the second one costs the same, there is no business.

So the thing being built is not a document and not even a vault — it is the **template** plus the **shape library**. The marginal cost of a policy is the cost of its shape, and shapes are reused. The target is explicit: the second policy of a shape already in the library should take minutes, not days. If it does not, the library is not working and nothing should be priced yet.

MOCKUP 1 · STAGE 1

Encounter. The question, one example, the link.

A panel on this site's front page, in the place currently held by the Index. The sequence is: do you know what your agents can do → here is one → buy one. The question and the examples belong to the free library; the offer belongs here.



MOCKUP 2 · STAGE 2

Self-select. Five shapes, and one of them is yours.

Five, not fifty. Build the coding agent first because it is already in the published data and proves the method with no new research. Then the mailbox and the personal drive, which a stranger

recognises. Then the work mailbox and the corporate file estate, which are the ones somebody buys.

STEP 1 OF 2

Which of these is closest to yours?

Close is close enough. The draft is about a deployment *shape*, not about your estate — you will correct it in a minute, and the correcting is the useful part.

An assistant connected to my personal mailbox

Gmail, Outlook, or similar, connected to a chat assistant

► draft ready · 2 min read

An assistant connected to my work mailbox

The same grant, a different consequence — shared mail is in scope

draft ready · 3 min read

An assistant connected to my personal cloud drive

Drive, Dropbox, or similar

draft ready · 2 min read

An assistant connected to our corporate file estate

SharePoint, a tenant-wide search, an enterprise connector

draft ready · 4 min read

A coding agent on a developer machine

With confirmation prompts on, or off — we drafted both

draft ready · 2 min read

None of these

Tell us what you run and we will say whether we can draft it

a conversation

The honest bit. “None of these” is a real option and it goes to a person, because a shape we have not built is days of work and pretending otherwise would waste everybody's time. The five that are ready say so; nothing here implies a sixth exists.



The draft. Free, instant, and deliberately understated.

This is the screen everything else exists to reach. Four numbers, then the capability rows with what stands in the way and whose material each one touches, then the table no template can carry. Every row says where it came from.

DRAFT BEHAVIOUR POLICY · NOT YOURS YET

An assistant connected to a personal mailbox

Derived from vendor documentation read on 12 September 2026, not from your account. **We have assumed a conservative mandate.** If the numbers below look wrong, they are — and telling us how is the next step.

GRANT	MANDATE	EXCESS	UNBOUNDED
7	2	5	5

CAPABILITY		BARRIER	MATERIAL	IN THE MANDATE
read.message.tenant		expectation — a rule in prose	MIXED	yes
read.record.history		none	MIXED	no
send.message.world		setting — you can flip it back	ORGANISATION	yes
read.credential.host		none	THIRD_PARTY	no
send.endpoint.world		none	MIXED	no
create.record.world		expectation — a rule in prose	MIXED	no
read.record.browsing		setting — you can flip it back	MIXED	no

Five of seven capabilities are MIXED or THIRD_PARTY. That is not a setting you have wrong. There is no supported way to say *my inbox, except messages from outside the company* — the unit of restriction is the connector, not the correspondence.

WHERE THE VENDOR'S OWN PAGES DISAGREE	ADVERTISED	GRANTED
label mutation	label and unlabel mail threads	no scope in the grant authorises it · unresolved
calendar writes	create, update and delete events	the granted scope list is read-only · unresolved

PROVENANCE

7 of 7 capability rows **derived** from published documentation, 0 measured. Mandate assumed, not elicited. Delta computed from both, pinned to the versions shown. Valid for the deployment shape described, as at 12 September 2026 — *if the risk changed, the deployment changed, not this document*. No score appears anywhere in this document and none will.

This is wrong in places — let me correct it

Download as it stands

Understated on purpose. The assumed mandate is generous to the reader: it credits them with having authorised more than they probably did, so the correction goes *upward*. That is the moment somebody realises the grant is bigger than they thought — the same mechanic as the permission game, on a page instead of in a quiz. **And no score, anywhere.** Four counts, a barrier per row, and whose material it touches. The number a buyer can actually move is *unbounded*, and it only moves when a real control appears.

MOCKUP 4 · STAGE 4

Correct. The conversion and the elicitation are one move.

Nobody needs telling what they asked the agent to do — they need telling what it can do. So the draft asserts the mandate and asks to be corrected, and correcting it *is* stating the mandate. This is the stage nobody has rehearsed and the one most likely to be wrong.

STEP 2 OF 2 · ABOUT 90 SECONDS

Which of these did you actually ask it to do?

We guessed two. Everything you add moves a row out of the excess and into the mandate — and everything you leave is authority nobody scoped.

Read your mail so it can answer questions about it –
`read.message.tenant`

☒ asked for☐ no

Draft and send replies on your behalf – `send.message.world`

☒ asked for☐ no

Read every message anyone has ever sent you, including attachments
– `read.record.history`

☐ asked for☒ no

Reach any host on the internet while doing it – `send.endpoint.world`

☐ asked for☒ no

Read credentials stored where it runs – `read.credential.host`

☐ asked for☒ no

You authorised 2 of 7. The other five are in the grant regardless, and none of them has a barrier above the connector — so the only lever that removes any of them is disconnecting it.
Your corrected policy is yours to keep from £10, as a file with your answers, the measured grant, and the delta between them.

[Make it mine — £10](#)[Just email me the draft](#)

Two things this must not do. It must not tell anybody their setup is dangerous — a policy describes and does not judge, and the same grant is fine in one deployment and serious in another. And it must send nothing anywhere: this is a form about a deployment shape, not a probe of the reader's account, which is what makes it legal to run with a stranger in ninety seconds.

MOCKUP 5 · STAGE 10

Deliver. A key, not an attachment.

What is sold is a clone of a template vault, seeded with the customer's own corrected draft. Nothing in it is authored except the mandate — the only thing the customer knows and we do not. And the read key is the part that is worth more than it sounds.

Northgate Financial — assistant, work mailbox

mandate.json	elicited from you – the only authored file
grant.json	measured · 4 of 11 rows, 7 derived
delta.json	derived · inputs pinned
label.md	computed
leaflet.md	computed
history/	3 recomputes since 12 Sept
validity.md	as at 12 September 2026

[illegible]

Publish it publicly

BEFORE ANYTHING IS PRICED

Instrument the first five, and publish the table.

Time each one. Count how many rows were derived rather than measured, how many questions had to go to a human, and which stage was slowest. That table is the only pricing input anybody will have, and publishing it is the same discipline as everything else here.

- **Build five first** — the coding agent — because it is already in the published data and proves the method with no new research.
- **Then one and three**, the personal mailbox and the personal drive, because a stranger recognises them.
- **Then two and four**, the work mailbox and the corporate file estate, because those are the ones somebody buys.
- **Every one is derived, not measured.** The rows come from vendor documentation read on a date, not from observation — and the provenance line says so, in the same place the published capability map says 21 of 99 rows were measured.

Open, and it decides the front page: which of the five becomes the worked example a stranger meets first? Two and four are what somebody buys. One and three are what somebody understands. We think one, and we are not confident.

• Lab 02

Tell us which screen is wrong.

These are drawings. Changing them costs an afternoon now and a rewrite later, so this is the cheapest moment this flow will ever be. Stage four is the one we are least sure of.

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