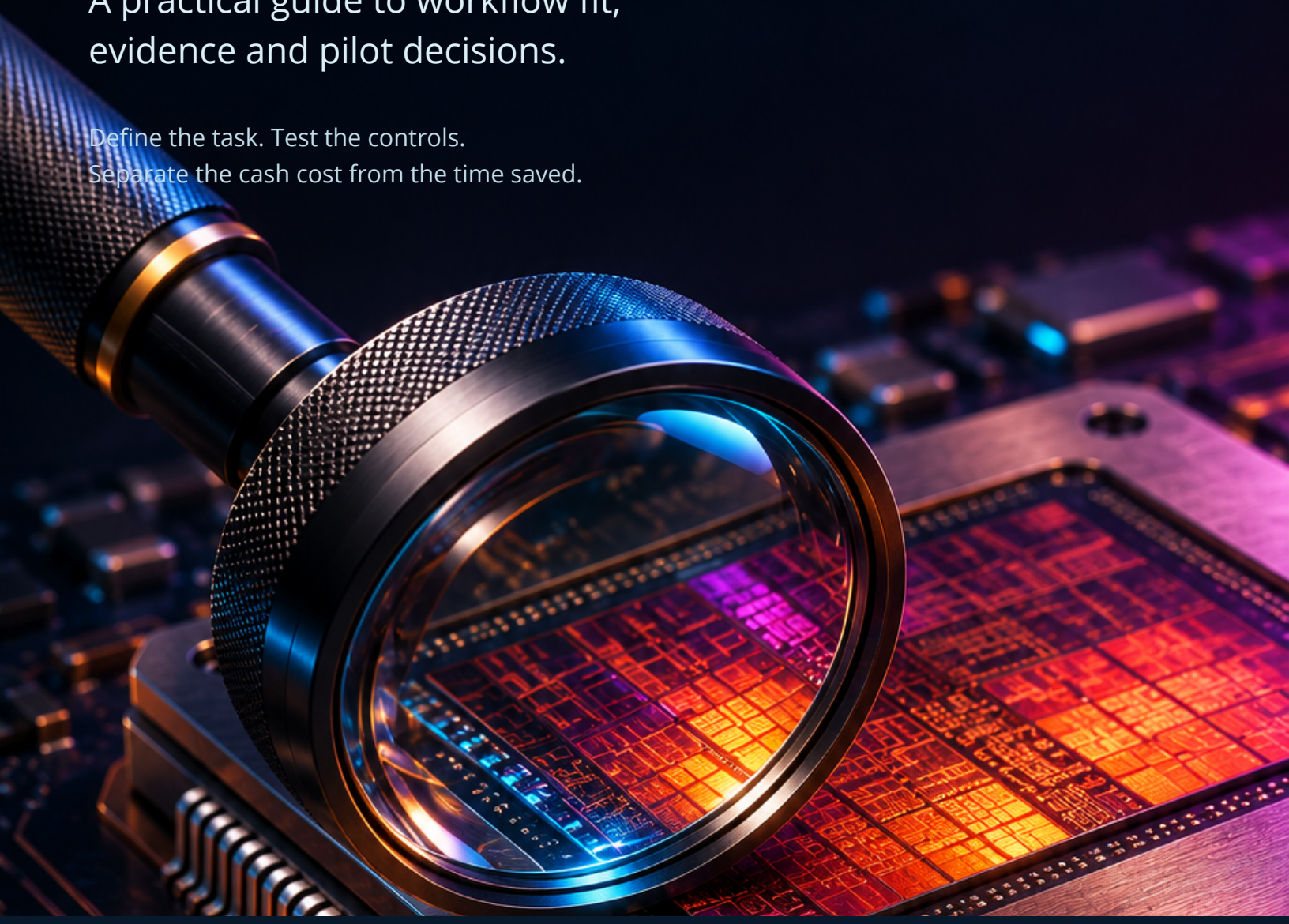
ATHELGUARD

SMALL BUSINESS BUYER BRIEFING

AI Buying Kit

A practical guide to workflow fit, evidence and pilot decisions.

Define the task. Test the controls.
Separate the cash cost from the time saved.



PUBLIC SAMPLE

Start with one workflow.
Make the decision traceable.

Conceptual artwork. Not product test evidence.

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A PRACTICAL EXCERPT

Test before you commit

A small pilot should answer three questions: does it fit the work, can you control it, and is the full cost worthwhile?

01 Define one controlled workflow

Example: prepare customer replies from an approved FAQ. Keep replies draft-only, require a named reviewer and retain the manual process as a fallback.

Set the gates first: acceptable quality, maximum all-in task time, cash limits and required controls. A critical failure or unknown must not be hidden by a high average score.

02 Ask for evidence you can verify

For the exact product and plan, ask: **What happens to prompts, uploaded files, outputs and logs?** Request dated retention and deletion terms, exceptions, permission controls and evidence of approval behavior.

Keep: raw output, corrections, active time, billable usage, settings and an evidence reference. Record failed runs as well as successful ones.

03 Separate cash from capacity

HYPOTHETICAL USD EXAMPLE / NOT A VENDOR QUOTE

$215	$3,780	20 hours
Monthly cash	First-year cash	Monthly capacity

5 seats × $30 + $40 usage + $25 integrations = $215/month.
12 × $215 + $1,200 setup = $3,780 first-year cash.

At 400 tasks/month, 8 minutes before and 5 minutes after (including review) release 20 hours. Include correction and fallback time in the measured total. **Released capacity is not cash saved.**

Illustration only. No vendor was tested. A small pilot cannot establish a reliable rare-error rate or certify a product.

FROM FIRST QUESTION TO RECORDED DECISION

Inside the full kit

Guidance, practical tests and working tools for evaluating one defined workflow. This public sample is a short excerpt, not the complete kit.

01 Buying guidance

Define the workflow, set purchase conditions, check plan-specific evidence and record a buy, defer or reject decision.

02 Tokens and operating budgets

Understand usage, estimate ongoing costs and distinguish a budget alert from a hard spending stop.

03 Practical pilot workbook

Eight executable test cards, twelve synthetic cases, worked decisions and downside cost scenarios.

04 Checklist and evidence requests

Printable PDF worksheets for purchase gates and specific vendor evidence. Review every request before sending.

05 Separate FAQ

A convenient reference alongside the guides and working materials.

06 Comparison workbook and calculator

An XLSX workbook for saved cost scenarios, comparisons and evidence records, plus an offline HTML calculator for a quick estimate.

Use the same cases and grading for each candidate.
Keep unknown costs unknown. Recheck terms and settings before purchase.