A PAID DISCOVERY REPORT / SAMPLE FORMAT

A better decision. Before the build.

A motor-parts marketplace, examined as an operating business.

What to prove. What to connect. What to build first.
A practical record of the decisions behind a client-owned platform.



THE DECISION THIS REPORT SUPPORTS

Validate the transaction before expanding the platform.

Prove fitment-data rights, supplier handoffs and exception ownership before committing to a full marketplace release.

MOTORPARTS is fictional. All operational details are illustrative. No customer interviews, system tests or performance results are claimed. This sample demonstrates a report format; the paid scope defines actual deliverables.

01 / DIRECTION

Start with a controlled first release.

Illustrative recommendation. A paid engagement would test this direction against source evidence and the people responsible for the work.

RECOMMENDED DIRECTION

One traceable purchase, from vehicle selection to resolution.

Build around the customer, approved supplier and operations team. Establish reliable product/fitment data, a clear order contract and a visible exception queue before advanced AI or additional channels.

INCLUDE FIRST

The transaction that matters.

Vehicle-to-part search, product detail, checkout, supplier routing, shipment updates and a staffed return/exception process. Agree the limit of supplier feeds and launch markets.

DEFER UNTIL PROVEN

Complexity with a separate case.

Native apps, VIN decoding, supplier payouts, workshop credit and cross-border expansion. Add these only after the business rules, evidence and operating capacity are understood.

THREE DECISIONS BEFORE BUILD APPROVAL

- **01 / Fitment can be trusted.**
  Confirm licensed coverage, update rights and the behavior when a match is unknown.
- **02 / An order has a responsible owner.**
  Agree seller of record, stock authority, supplier acceptance, refunds and reconciliation.
- **03 / The first release can be accepted.**
  Approve test cases, dependencies, named sign-offs and the cost boundary.

READ THE REPORT

03 Evidence / 04 Current state / 05 Target model / 06 Data contracts
07 Workflow / 08 Automation / 09 Scope / 10 Risks
11 Deliverables / 12 Discovery fees / 13 Investment / 14 Next step

02 / WHAT WE KNOW

Separate the request from the proof.

An attractive concept is not validation. Every material decision needs a source, an owner and a way to resolve uncertainty.

RECORD + STATE	SOURCE / ASSUMPTION	OWNER + NEXT DECISION
E-01 / Scenario input	Original public sample, pages 1-4. Fictional drivers, repair shops, suppliers and operations team. Reviewed 6 Nov 2026.	Sponsor validates actual roles and journeys. This is a sample source, not a client observation.
A-01 / Data rights Unverified	A licensed source can cover the required vehicle and parts range. No license or payload was tested for this sample.	Data owner reviews rights, coverage and sample records before architecture approval.
A-02 / Supplier flow Unverified	Suppliers can receive orders and return stock, acceptance and shipment updates. Interfaces are not verified.	Operations owner obtains specifications and representative exchanges; resolve before build scope.
A-03 / Commercial rules Unverified	Seller of record, payouts, refunds and tax responsibilities need an approved policy.	Business owner and finance approve policy before checkout or settlement design.
D-01 / Baseline + scope Proposed	No performance result is claimed. Scope, measures and exclusions need evidence and explicit acceptance.	Sponsor records decision, source, approver, date and cost/timing effect. Validation dates remain open.

Evidence register for a real engagement

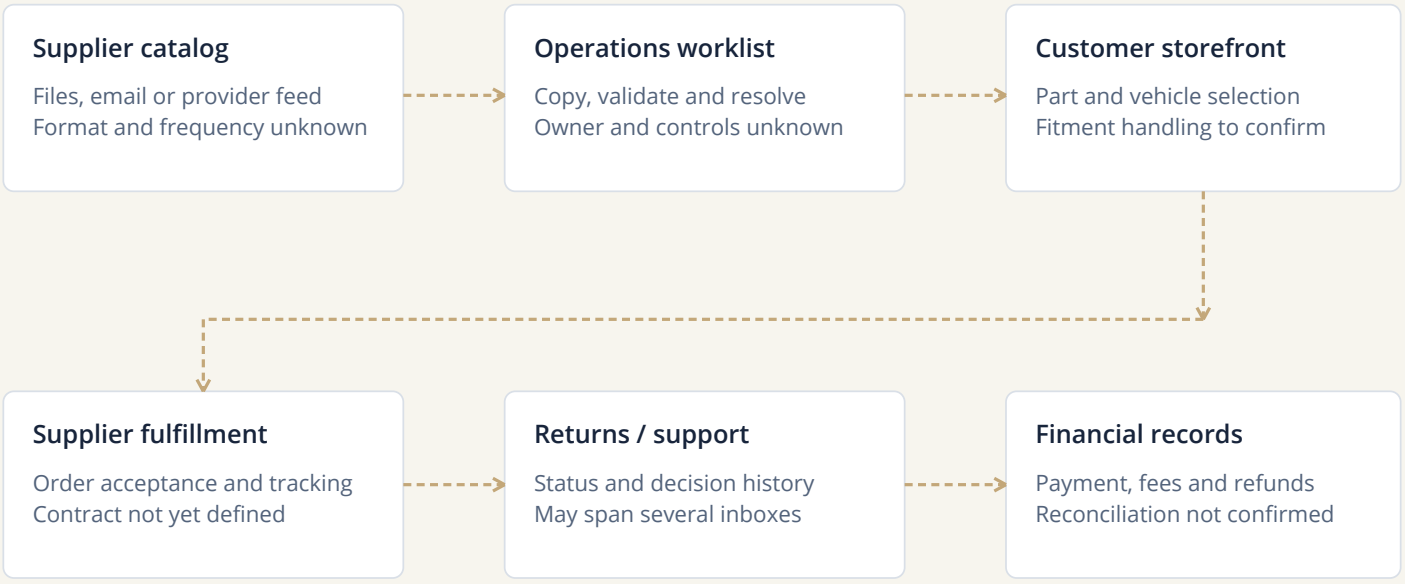
Use source ID, document/version, owner, access limits, observation date and confidence. Restricted source material stays in the agreed project environment.

03 / CURRENT STATE

Find the work between the systems.

This map is a hypothesis for the sample, not an audit of a live business. Discovery replaces each assumed box and handoff with verified systems, records and owners.

ILLUSTRATIVE CURRENT STATE / ASSUMED HANDOFFS



Dashed lines identify handoffs to investigate. They do not imply existing integrations.

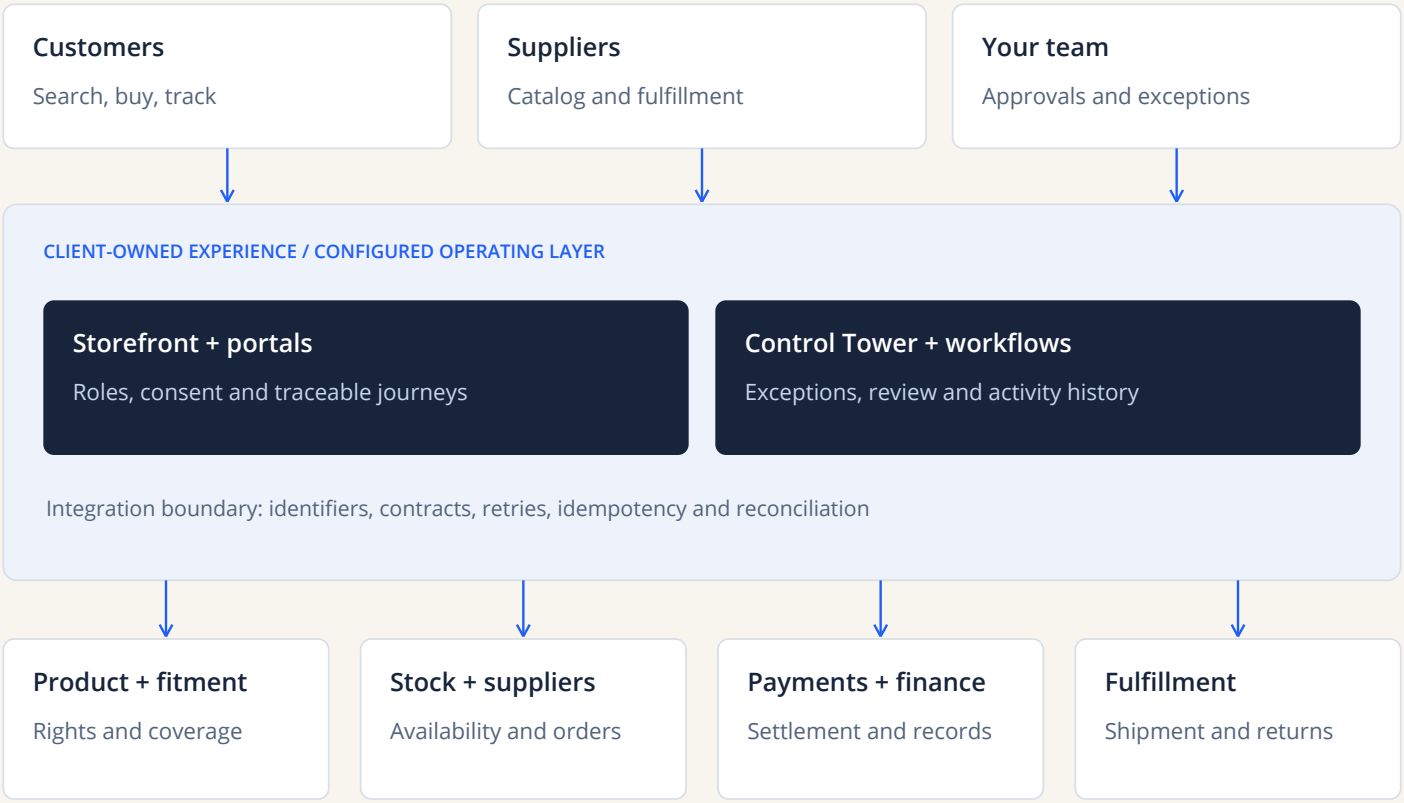
DISCOVERY QUESTIONS THAT CHANGE THE DESIGN

- **Where is the authoritative record?**
  Trace one product, one stock change and one order. Identify who can edit each record and how conflicts are resolved.
- **Where does work stop?**
  Observe failed matches, stale stock, rejected orders and returns. Record the queue, owner, escalation and customer impact.
- **What cannot safely be automated yet?**
  Find missing identifiers, unclear authority and policy decisions before proposing agents or automatic writes.

04 / TARGET STATE

Connect the experience to the operation.

Candidate architecture for the sample. The selected products, interfaces, hosting and records of authority are confirmed in the paid scope.



Logical exchanges only. A line is not a claim that a provider is already connected.

IMPLEMENTATION DECISION

Keep the useful specialist systems.

Select each system for its agreed role. Separate the client experience and operating views from the providers that carry authoritative product, stock, fulfillment and financial records.

The next page turns the boxes into a record-level contract: identifiers, permitted exchanges, freshness and accountable owners.

05 / DATA RESPONSIBILITY

Give every record a home and an owner.

Proposed responsibilities for the sample. Discovery confirms actual systems, identifier mappings, permissions, timing and recovery with the people who own them.

ENTITY + AUTHORITY	SHARED IDENTIFIER	EXCHANGE + FRESHNESS	ACCOUNTABLE OWNER
Product / product master	Product ID + supplier SKU	Source to catalog; validate before publication. Agree change cadence.	Catalog owner
Fitment / licensed data	Part ID + vehicle application ID	Licensed source to search; preserve version and unknown-match behavior.	Product data owner
Stock / inventory authority	SKU + supplier/location ID	Source to available stock; agree freshness limit and stale-data hold.	Inventory owner
Order / commerce record	Order + line + supplier reference	Accepted order to supplier; status returns. Duplicate-safe; reconcile gaps.	Operations owner
Shipment / provider record	Shipment + order + line ID	Provider to customer view; agree partial/late event handling.	Fulfillment owner
Financials / finance record	Payment + refund + order ID	Payment/commerce events to finance; reconcile settlement, fees and refunds.	Finance owner

RESOLVE CONFLICTS BEFORE SYNCHRONIZING

The contract also defines who may write, the winning record when sources disagree, error ownership and how a missing or repeated event is recovered. Frequency targets require evidence, not a blanket promise of real time.

06 / WORKFLOW

Make one order traceable end to end.

The sample acceptance journey connects a customer action with the system record, the person accountable and the evidence of completion.

STEP	EXPECTED TRANSITION	PROOF TO RETAIN	FAILURE HANDLING
01 / Match	Customer selects vehicle and part.	Licensed fitment response plus source/version.	Unknown or contradictory match: block the claim of compatibility and route for review.
02 / Commit	Customer confirms checkout.	Order ID, price/tax basis and payment state.	Payment failure: no supplier order. Duplicate event: no duplicate order or charge.
03 / Accept	Supplier accepts the order.	Supplier reference and accepted line quantities.	Rejection or timeout: operations owner resolves before promising fulfillment.
04 / Fulfill	Supplier ships; customer sees status.	Shipment reference, items, carrier and tracking.	Partial shipment or stale status: open an assigned exception with source context.
05 / Resolve	Customer requests a return.	Eligibility, approved outcome and financial reference.	Refund or policy override: authorized person approves; reconcile the financial result.

ACCEPTANCE IS END TO END

A successful screen is not enough. Trace the same order ID through payment, supplier acknowledgement, shipment, return and reconciliation. Repeat with a duplicate, a timeout and a rejected handoff.

07 / AUTOMATION

Start with a specific exception.

These are candidate workflows, not deployed agents. Priority depends on observed frequency, business impact, data quality and permission to act.

CANDIDATE	AUTOMATION PREPARES	HUMAN DECISION	MEASURE TO BASELINE
P1 / Stale stock	Detect a late/missing feed; gather affected SKUs and last good update.	Inventory owner reviews channel hold or publishing change.	Age of unreviewed stock exceptions; record freshness.
P1 / Rejected order	Assemble order, payment state and supplier response; draft next step.	Operations approves re-route, customer promise or cancellation.	Time to assign and resolve; repeated handoff failures.
P2 / Fitment gap	Find missing/conflicting attributes and link source evidence.	Catalog owner approves any compatibility claim or published correction.	Reviewed gaps; fitment-related return baseline.
P2 / Return review	Collect order, policy and fulfillment facts; prepare a recommendation.	Authorized staff approves refund, exception or customer commitment.	Queue age; decision traceability; refund reconciliation.

THE CONTROL PATTERN



Least-privilege access, bounded inputs, explicit actions, timeouts and replay protection belong in the workflow. Missing evidence or a failed step returns to the named owner. No agent receives unrestricted access.

08 / DELIVERY BOUNDARY

Release by proof, with a clear gate.

A plan should say what is being accepted, who accepts it and which dependencies must be ready. Dates follow the validated scope.

PHASE	BOUNDED SCOPE	DECISION GATE
0 / Validate	Discovery evidence, system map, policies, source rights and first-release decision.	Business owner approves unresolved assumptions, scope boundary and investment decision.
1 / Prove the transaction	One approved supplier path, agreed catalog/fitment slice and complete order/return flow.	Operations and finance accept normal, duplicate, failed and reconciled transaction cases.
2 / Add capacity	Further agreed feeds/channels, operating views and selected exception automation.	Owners accept mappings, role boundaries, review queues and recovery behavior for each addition.
3 / Launch + hand over	Production release, documented access, recovery steps, training and agreed support coverage.	Named sponsor signs launch checklist; the operating owner accepts the handover.

A FIRST-RELEASE ACCEPTANCE CHECKLIST

AC-01	Known and unknown fitment cases show the agreed safe behavior.
AC-02	Duplicate payment/order events create one commercial transaction.
AC-03	A rejected or delayed supplier handoff enters an assigned review queue.
AC-04	A return/refund is authorized, traceable and reconciled.
AC-05	Each role sees only its approved records and actions; recovery is demonstrated.

Dependencies to schedule explicitly: licensed fitment access, supplier environments, catalog samples, payment approval, policy decisions and acceptance owners.

09 / CONTROLS

Make the responsibilities visible.

This sample identifies design obligations. It does not assert a certification, a compliance result or a security control already operating in a client environment.

RISK AREA	REQUIRED TREATMENT	ACCOUNTABLE PARTIES
Data rights + quality	Confirm fitment/product licenses, provenance, sample coverage and change rights.	Client data owner + provider
Commercial authority	Approve seller of record, returns, refunds, payouts, tax and customer promises.	Business owner + finance
Access + privacy	Map roles and service accounts; separate environments; agree data minimization, retention and access review.	Client security owner + delivery lead
Resilience + evidence	Define retries, replay protection, reconciliation, monitoring, backups and recovery acceptance.	Technical lead + operating owner
Ownership + continuity	Record custom deliverables, reusable Platformz components, third-party licenses, source access and exit/handover rights.	Client sponsor + Platformz

DECISIONS TO PUT IN WRITING

Who owns each account? Who can publish, refund or export? What stays with the client? What is licensed? Who handles an incident? What evidence proves recovery? The agreement and operating handover should answer these questions.

10 / PAID WORK WITH A DEFINED OUTPUT

Leave with a decision record you can use.

The agreed discovery package determines depth. This 14-page sample illustrates a broader report format; it is not a promise that every package includes the same analysis or artifacts.

ARTIFACT	WHAT IT CONTAINS	REVIEW / ACCEPTANCE
Decision brief + evidence	Recommendation, options, source/assumption register and unresolved decisions.	Sponsor reviews evidence gaps, options and the decision required.
Operating + system maps	Current/target picture, system responsibilities, source-of-truth decisions and interfaces.	Business and technical owners confirm the model or assign an open issue.
Workflow + control design	Normal and failed paths, exception owners, data/access boundaries and candidate automations.	Operating owners accept paths, decision authority and escalation.
Phased scope + acceptance	First-release boundary, exclusions, dependencies, acceptance cases and named sign-offs.	Sponsor and delivery lead accept scope, dependencies and test cases.
Investment + next action	Planning category, separate provider/operating costs, options and authorization gates.	Sponsor and finance review cost categories and the next approval gate.

PLATFORMZ BRINGS

Structured investigation.

Review agreed evidence, map the work, test assumptions, document choices and facilitate the decision.

YOUR TEAM BRINGS

Access and judgment.

Provide the right owners, representative records, provider access, policy decisions and timely review.

AI supports drafting; people review evidence, decisions and scope. Implementation, production changes and a final build quote require a separate approved scope.

11 / THE FIRST INVESTMENT

Choose the depth the decision needs.

Published Platformz discovery starting options, in USD. The package agreement defines the actual question, inputs, analysis, artifact depth and acceptance. A lower-cost session does not imply a full architecture report.

ENGAGEMENT	PUBLISHED PRICE	DEPTH TO AGREE
Executive discovery	$1,500	A 90-minute session, preparation and written findings. Not a full technical blueprint.
Focused discovery	$3,750	10 hours around a specific operating question; scoped findings and recommendations.
Discovery sprint	$8,750	25 hours for requirements, risks and recommendations; agree the report boundary.
Architecture sprint	$16,500	50 hours for system mapping and phased architecture; scope diagrams and contracts explicitly.

REPORT ACCEPTANCE

Agree what good discovery looks like.

Name the client sponsor and reviewers. Confirm the question, supplied evidence, output format, exclusions and review process. Accept the report when those agreed artifacts and unresolved decisions have been reviewed, not when every implementation unknown has disappeared.

This sample demonstrates a combined report structure. It is not an inclusion list for the $1,500 Executive discovery or any other package. Confirm current availability and scope before purchasing.

12 / COMMERCIAL BOUNDARIES

Plan the cost of the whole operation.

Published early implementation ranges, in USD. These categories do not price MOTORPARTS. Discovery establishes the appropriate scope and whether further investigation is needed before a binding proposal.

SCOPE CATEGORY	PLANNING RANGE
Focused connection or portal extension	$25,000-$100,000
Control Tower or departmental first release	$100,000-$250,000
Connected multi-system platform	$250,000-$750,000
Multi-brand or international enterprise platform	$750,000-$2,000,000+

IMPLEMENTATION

The approved release.

Design, build, named connections, migration limits, acceptance, deployment and handover. Confirm what is included and the assumptions behind the estimate.

ONGOING + PROVIDER COSTS

The operating budget.

Cloud, fitment licenses, software, transaction fees, tax, support and operating capacity. Assign each cost and responsibility separately.

THE COMMITMENT GATE

A Service Order confirms approved work, responsibilities, deliverables, price and start date. No fixed delivery date, payment schedule, ROI or implementation quote is issued by this sample.

START WITH PAID DISCOVERY

Bring the goal. Leave with a clearer investment decision.

A useful starting point is a defined question, the systems involved and the decision you need to make next.

CHOOSE THE APPROPRIATE DEPTH

Review the paid discovery options.

Executive discovery, focused discovery, a discovery sprint or architecture sprint. Confirm the package scope before authorizing the engagement.

Explore paid discovery

platformz.ai/discovery

BRING THESE TO THE ENGAGEMENT

The outcome you want. The important workflow. Your current systems.
Representative records and known constraints. A decision-maker.
An honest view of what is still unknown.

Sample provenance: adapted from the publicly linked MOTORPARTS illustrative blueprint, then expanded into a discovery-report format. Approved Platformz guidance and published pricing informed this edition. No live customer data is included.