

Example onboarding source pack

Source extracts for the Cedar Analytics and Northwind Works example.

Example order form

OF-2042, signed October 7: Northwind Works purchases 40 seats and one administrator training session from Cedar Analytics. Alex confirms this is the current signed order form. It contains no second training session or SSO implementation commitment.

Example statement of work

SOW-2042 v2, signed October 7: One data import after receipt of a customer-approved export. Delivery timing will be confirmed after the export and technical requirements are reviewed. Alex confirms v2 is the current signed version. No later amendment appears in this example pack.

Example sales note

NOTE-2042, October 6, 2:00 p.m. Pacific: Northwind wants a shared reporting workspace for the November 2 board meeting. "Aim for October 30. Discussed two admin training sessions and SSO." These statements are sales context, not a signed scope amendment.

Example deal record

DEMO-2042, checked October 8, 9:00 a.m. Pacific: Closed won. Executive sponsor named; technical administrator blank. Sales owner Alex, with authority to settle changes to the sold scope. Approved export date not set. Delivery-plan acceptance pending with Priya. Proposed CS owner Morgan, unavailable October 12–16. Priya is the receiving implementation lead and nominates Taylor as a possible kickoff backup; Taylor hasn't accepted. Internal project-space search at 9:02 a.m. finds no matching deal-linked project in that space. This review hasn't created one.