

Scope & Commercial Overview

Build the systems your business should own. We map how your business actually runs, automate the workflows that cost the most time, and build software from the problems that keep proving they matter.

1. Operating Model: Services First, Software Follows

Aethonex is a service and software company. Paid client work is how we learn what is actually worth building. When a pattern repeats across separate engagements and earns its place, it becomes software. Until then, services are the front door. We do not sell platforms before doing the work, and we do not enrol clients into software that is not finished.

2. Fixed-Scope Engagement Ladder

Every engagement is priced in writing before any work starts. There are no subscriptions, per-seat licences, or implied ongoing retainers.

Tier	Investment	Duration	Deliverables & Scope
Exit Number	Free	15–20 min	Directional calculation of what one workflow costs over 12 months in tool spend and internal time. An estimate, not an audit.
SaaS Exit Blueprint	\$750 USD	5 business days	Stack inventory, 12- and 36-month cost model, fragility map, priority order, one recommended first workflow, and recorded findings review.
One Workflow, Owned	\$900 USD	Fixed build	One workflow automated or rebuilt end to end, running against your data in an environment you control, with access, code, and documentation.
Stack Ownership Sprint	\$4,500 USD	10 business days	Full measurement, one workflow rebuilt and deployed in your environment, written roadmap, ownership pack, and recorded walkthrough.
Larger rebuilds	Quoted privately	Phase-based	Multi-system or client reporting rebuilds. Scoped only after a Sprint, priced from your budget range. Never sold before smaller stages.

3. How Engagements Are Delivered

- 01. Find the workflow — identify where time or tool spend is highest.
- 02. Scope it in writing — deliverables, exclusions, timeline, and price agreed before any build.
- 03. Build on real data — one workflow rebuilt against actual tools in an environment you control.
- 04. Hand it over — access, source code, runbook documentation, and a recorded walkthrough.
- 05. Measure what changed — compare the result against the target agreed at the start.
- 06. Repeat or productise — extend to the next workflow, or turn repeat patterns into software.

4. Ownership and Commercial Boundaries

Ownership: Delivered systems run on customer-controlled infrastructure. At handover, you receive administrative access in your name, complete source code, configuration files, and written runbook documentation. There is no dependency on Aethonex to keep the system running.

Exclusions: Fixed pricing covers only the written scope. Second workflows, production cutovers, historical data migration, end-user training, and ongoing support/monitoring are separate decisions, quoted separately if needed.

No Guarantees: We do not make savings guarantees, performance promises, or automatic refund commitments. We commit to the written scope: delivering the agreed items, on the agreed schedule, for the agreed price.

5. Direct Accountable Contact

You work directly with Abdelmoiz, the architect accountable for design, delivery, and handover.

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Location: Marrakesh, Morocco · Individual trading activity operated as Aethonex.