



FICTIONAL DEMONSTRATION

NimbusFlow security review pack

A compact example of how one live buyer review becomes a controlled answer library, evidence register and honest gap queue.

Not assurance: NimbusFlow is not a real company. Every name, answer, document, metric and gap in this pack is invented to demonstrate delivery structure only.

12 SAMPLE QUESTIONS	7 APPROVED	3 OWNER INPUTS	2 HONEST GAPS
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WHAT THE STRUCTURE DOES

Evidence before prose. Owners before submission.

01 Ground the answer Every reusable statement points to an agreed source or remains explicitly unresolved.	02 Control the claim An owner, sharing class and review date determine when an answer is safe to use.	03 Expose the gap Missing evidence is recorded honestly instead of converted into an unsupported promise.
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CONTROLLED OUTPUT 01

Answer library by status

These four selected rows show which language is reusable, which claim still needs an owner, and which answer is an explicit gap. Approval never hides uncertainty.

TOPIC	CANONICAL ANSWER	STATUS	EVIDENCE	OWNER / REVIEW
Encryption in transit	TLS 1.2 or higher is required for customer-facing production traffic.	APPROVED	Architecture Standard v2.1, section 4.2	Platform Lead Oct 2026
Privileged access	Administrative access is role-based, requires MFA and is reviewed quarterly.	NEEDS OWNER	Access Policy v1.4; Q2 review record missing	Security Lead Now
Incident notification	Customer notification follows contract terms after impact and scope are established.	APPROVED	Incident Plan v3.0, section 7; DPA, section 9	Legal + Security Jan 2027
Annual penetration test	No current third-party penetration-test report is available.	GAP	Evidence search completed; none found	CTO Open

Release rule: a draft can be complete without every row being approved. Only the customer decides which approved rows and evidence can leave its workspace.

THE CONTROL LOOP

Source - answer - approve - review

1 SOURCE Agree the document, record or owner testimony that can support the response.	2 ANSWER Draft only what the source supports and link the evidence record.	3 APPROVE A named customer owner accepts the language and sharing decision.	4 REVIEW A next-review date stops old language from becoming silent truth.
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CONTROLLED OUTPUT 02

Evidence freshness register

The register tracks where proof lives, who owns it, how it can be shared and when it must be reviewed. It is an index, not a new evidence repository.

E-001 / INTERNAL	E-002 / RESTRICTED	E-003 / CONFIDENTIAL
Architecture Standard v2.1	Access Policy v1.4	Incident Plan v3.0
Owner: Platform Lead Last reviewed: 14 Apr 2026 Next review: 14 Oct 2026	Owner: Security Lead Last reviewed: 7 Jan 2026 Next review: 7 Jul 2026	Owner: Security Lead Last reviewed: 21 Mar 2026 Next review: 21 Sep 2026
CURRENT	REVIEW DUE	CURRENT

CONTROLLED OUTPUT 03

Honest gap queue

HIGH - Current penetration-test evidence is missing

Buyer impact: likely blocker for production-data access. **Interim answer:** state the absence; do not imply a test is scheduled. **Next action:** the fictional CTO decides whether the opportunity justifies an independent test.

MEDIUM - Quarterly privileged-access review lacks a Q2 record

Buyer impact: the policy exists but operating evidence is incomplete. **Next action:** the fictional Security Lead completes and approves the review before changing the answer status.

WHAT THIS PREVENTS

- Copying an old answer after the underlying evidence changed.
- Turning a policy statement into a claim that a control operated.
- Sharing restricted evidence without an explicit decision.
- Allowing AI-generated prose to bypass a factual owner.

THE FOUNDING PILOT

One live review draft. One reusable operating system.

For a qualified 20-200 person Benelux B2B technology vendor, the sprint prepares one active buyer request as a submission-ready draft and leaves the control structure demonstrated in this sample.

Fixed envelope: one buyer, one product or service, one agreed language, up to 150 unique in-scope items, up to 25 source documents or links, and up to five factual approval owners. The customer exports from and imports into any buyer portal.

01	Submission-ready review draft Grounded in the agreed source set and ready for customer approval.
02	Approved answer library Reusable responses with evidence links, owners, review dates and sharing class.
03	Evidence register A customer-controlled index of location, owner, freshness and sharing status.
04	Gap and action queue Missing proof stated accurately with commercial impact and a named next action.
05	Trust-pack index A controlled set of non-sensitive materials for future buyer reviews.
06	Outcome metrics Turnaround, reuse, owner touches and honest gaps measured from a baseline.

FOUNDING PILOT

EUR 2,000 prepaid

Ten business days after complete intake and source access. First three qualified companies only.

QUALIFICATION GATE

A live buyer review

A real deadline or revenue consequence, usable source material, a customer approval owner and a customer-controlled workspace. Recent pain qualifies discovery only.

Clear boundary: this service prepares and operates evidence. It does not provide legal advice, certification, audit opinions, penetration testing, invented controls, unreviewed external submission, or guaranteed regulatory or deal outcomes.