



folium

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REVIEW BEFORE PRODUCTION

FOLIUM SYSTEMS

FOLIUM TOOL FOUNDRY

Folium Tool Foundry

Folium is tool-agnostic and outcome-first. The Tool Foundry is the public-safe name for how Folium builds or selects the tools a workflow needs: assessment systems, review generators, routing utilities, PDF and record systems, browser checks, model/eval helpers, launch-room assets, operations utilities, open-source tooling, customer-owned systems, cloud services, local runtimes, and commercial APIs.

AUDIENCE

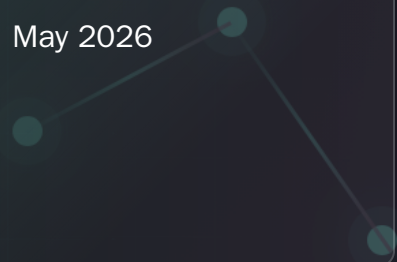
Executives, operators, technical buyers, partners, and teams comparing build-versus-buy AI options

PURPOSE

Show how Folium creates the delivery machinery around the customer workflow

UPDATED

May 2026



Folium can build missing tools when the market does not fit the workflow.

Folium can also integrate market-standard, open-source, open-source agent, cloud, local, and customer-owned tools when they fit better.

Open-source agent integrations are adapted, permissioned, tested, documented, and support-owned before they become part of a buyer workflow.

Every tool is judged by usefulness, reviewability, supportability, security, and buyer control.

BOUNDARY

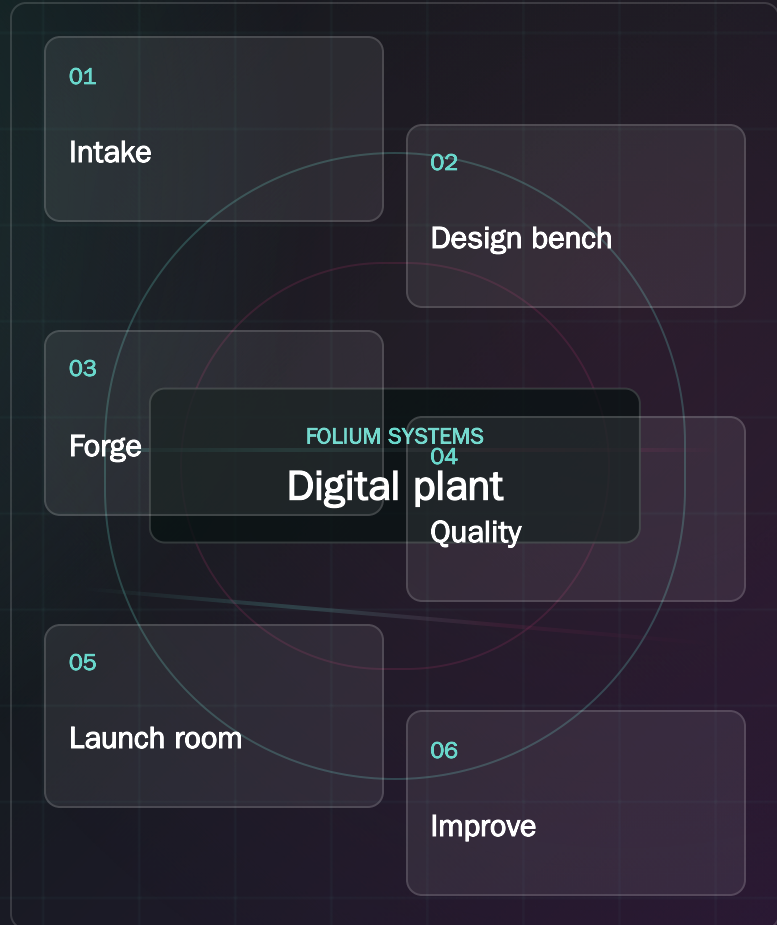
NEXT GATE

DIGITAL MANUFACTURING PLANT

The plant turns business pressure into repeatable AI production.

Folium's digital plant organizes intake, design bench, model and agent forge, quality lane, launch room, and improvement loop into a repeatable operating system.

DIGITAL PLANT



01

Makes Folium's strongest idea printable and boardroom-readable.

02

Shows how reusable tools and records can compound.

03

Explains speed without sacrificing quality gates.

Choose the review route before reading cover to cover.

This packet is meant to support a real decision meeting. Different reviewers should enter through different routes, then come back together around the same controlled next step.

DECISION ROUTE

OPERATING ROUTE

TRUST ROUTE

EXECUTIVE ROUTE

Decision first

Start with the cover, visual summary, executive read, controls, first ninety days, and handoff. This route helps leaders decide whether the next move is education, audit, first build, pilot, or operations.

- Outcome
- Risk
- Owner
- Next gate

OPERATIONS ROUTE

How the work will run

Read the workflow map, procedures, operating roles, metrics, first sprint, and buyer worksheet. This route shows whether staff can actually use, review, and improve the future process.

- Workflow
- Staff
- Support
- Improve

TECHNICAL AND TRUST ROUTE

Where the boundaries live

Focus on records and work products, controls, risk assumptions, reference work products, source truth, runtime placement, and launch conditions before any private access expands.

- Source
- Access
- Runtime
- Rollback

BUYER SESSION ROUTE

Turn reading into a working session

Use the discovery questions, role review route, buyer worksheet, and engagement fit ladder to prepare one process, one owner, one source map, and one next decision.

- Process
- Examples
- Questions
- Decision

Best use: bring one workflow, the people who own it, the systems it touches, the data classes involved, and the decision this packet should help leadership make.

Folium tool foundry in plain language.

Folium is tool-agnostic and outcome-first. The Tool Foundry is the public-safe name for how Folium builds or selects the tools a workflow needs: assessment systems, review generators, routing utilities, PDF and record systems, browser checks, model/eval helpers, launch-room assets, operations utilities, open-source tooling, customer-owned systems, cloud services, local runtimes, and commercial APIs.

RECORD

BOUNDARY

ACTION

BUILD

In-house tools where the gap is real

Assessment systems, review generators, routing helpers, browser checks, PDF records, and launch-room utilities can be built around the job.

- Assess
- Route
- Record

SELECT

Market-standard tools when they fit

Cloud APIs, open-source frameworks, open-source agent integrations, local runtimes, customer systems, commercial tools, and databases remain in scope.

- Open
- Cloud
- Local

CONNECT

Tools become part of the process

A tool is useful only when it connects to source truth, owners, review, support, and the next decision.

- Source
- Owner
- Gate

OPERATE

Foundry assets leave records

Folium packages the tools with known limits, release notes, support paths, and improvement backlog.

- Limit
- Release
- Improve

This packet is public-facing. It is written for serious review without exposing private infrastructure, customer data, credentials, live provider wiring, or internal project labels.

The operating path should be visible before anyone trusts the outcome.

Folium uses workflow maps to turn broad AI ambition into inspectable work. Each phase names the procedure, the visible output, and the decision gate that prevents excitement from outrunning control.

DECISION GRID

REVIEW LENS

NEXT STEP

PHASE	PROCEDURE	VISIBLE OUTPUT	DECISION GATE
Need	Name the workflow, owner, data class, repeated decision, and the tool gap blocking progress.	Tool need brief.	The tool exists to serve a workflow.
Choose	Decide build, buy, open-source agent, customer-owned, cloud, local, or hybrid tool path.	Tool fit matrix.	The path is justified by risk and value.
Assemble	Connect sources, APIs, files, dashboards, agents, models, and review queues.	Connected working surface.	Data movement and authority are visible.
Verify	Run browser checks, evals, source checks, permission checks, and known-limit capture.	Verification record.	The tool can be trusted enough for the next gate.
Package	Create PDF records, launch assets, release notes, support guide, rollback triggers, and backlog.	Handoff packet.	The buyer can operate and improve the result.

The work should leave behind material a buyer can inspect.

A serious engagement should produce more than conversation. Folium packages records, diagrams, checklists, routes, system surfaces, launch gates, and handoff material so the buyer can keep control after the first win.

DECISION GRID

REVIEW LENS

NEXT STEP

WORK PRODUCT	WHAT IT CONTAINS	HOW THE REVIEWER USES IT
Tool fit matrix	Build, buy, open-source agent, cloud, local, customer-owned, and hybrid options.	Shows why a tool path was selected.
Open-source agent integration record	Agent source, license posture, role, tool permissions, memory access, route contract, test cases, owner, and retirement path.	Lets buyers use open-source agent capability without accepting unmanaged risk.
Assessment surface	Questions, scoring, owner map, risk view, and recommended next lane.	Turns discovery into a repeatable review.
Review generator	Screenshots, known limits, source notes, PDF packets, and launch records.	Makes invisible work inspectable.
Routing utility	Task class, data class, model route, tool route, human review, and fallback.	Keeps routing from becoming guesswork.
Operations helper	Health checks, cost signals, release notes, incidents, and support ownership.	Keeps tools alive after delivery.

The procedure is the product as much as the technology.

The goal is not to make AI look impressive for one meeting. The goal is to make the operating path repeatable, explainable, reviewable, and safe enough to improve.

CHECKLIST

OWNER PATH

RELEASE SIGNAL

- Start with the workflow, not the tool.
- Choose in-house build only when it closes a real delivery gap.
- Use market-standard tools when they fit the workflow, risk, cost, and support model.
- Adapt open-source agent integrations through role, permission, license, security, evaluation, support, and lifecycle review before use.
- Document every tool's owner, data use, authority, and support path.
- Verify browser, mobile, PDF, source, permission, and operating behavior before handoff.
- Keep public-facing tool records free of internal topology, credentials, and private codenames.
- Treat reusable tooling as plant machinery: inspect, maintain, improve, and retire it.

Governance, quality, and launch gates keep speed honest.

Folium keeps the buyer's next decision tied to observable gates: source truth, authority, access, testing, ownership, support, rollback, and improvement cadence.

DECISION GRID

REVIEW LENS

NEXT STEP

GATE	WHAT MUST BE TRUE	STOP OR REFINE SIGNAL
Need gate	The tool's job, owner, workflow, and expected output are named.	Tool enthusiasm is driving scope.
Fit gate	Build-versus-buy has been reviewed against risk, cost, privacy, speed, and support.	One vendor path is assumed without review.
Boundary gate	Data, API, credential, and action boundaries are documented.	The tool can touch too much.
Quality gate	Browser checks, evals, source checks, and known limits exist.	Only the happy path was shown.
Handoff gate	Support, release, rollback, and improvement records have owners.	The tool becomes orphaned.

The right questions expose the real project.

These prompts help a buyer and Folium decide whether the next step should be education, audit, first build, security review, pilot, or an operating support path.

CHECKLIST

OWNER PATH

RELEASE SIGNAL

- Which workflow lacks the right tool today?
- Which existing tools almost fit but fail at the boundary?
- Which open-source agent integrations could accelerate delivery, and what would make them safe enough to operate?
- What does the buyer need to inspect before trusting the output?
- Which sources, APIs, or files must the tool read or never touch?
- Who will support, update, and retire the tool?
- What record would prove the tool is useful enough to keep?

Diagrams, charts, and overlays make the work easier to review.

Dense AI work should not only be explained in paragraphs. The reviewer should be able to inspect maps, scorecards, matrices, lanes, and before-after views that reveal where the value and risk live.

RECORD

BOUNDARY

ACTION

Tool foundry production line

Workflow need moves through build/select, connect, verify, package, and operate.

- Need
- Build
- Verify
- Operate

Build-versus-buy matrix

Compares in-house, open-source agent, cloud, local, customer-owned, and commercial options.

- Fit
- Risk
- Cost
- Support

Open-source agent evaluation lane

Checks role fit, license posture, permissions, tool scopes, eval cases, security review, support owner, and retirement path.

- Role
- License
- Eval
- Support

Tool boundary map

Shows sources, permissions, API scopes, human review, records, and fallback.

- Source
- Scope
- Review
- Fallback

Foundry asset ledger

Tracks tool purpose, owner, release state, support path, and retirement decision.

- Owner
- State
- Release
- Retire

Every serious AI path needs named owners before it becomes dependency.

The same technology can be safe or unsafe depending on who owns the workflow, data, quality, launch authority, support, and improvement loop. Folium makes those responsibilities explicit so no buyer inherits an orphaned system.

DECISION GRID

REVIEW LENS

NEXT STEP

ROLE	OWNS	RECORD TO INSPECT
Executive sponsor	Priority, budget, risk tolerance, stop/continue decision, and expansion timing.	Decision note, value hypothesis, and approval boundary.
Business process owner	The day-to-day work, acceptance criteria, staff impact, and operational usefulness.	Workflow map, user feedback, and adoption notes.
Technical owner	Systems, APIs, databases, runtime placement, deployment, monitoring, and fallback.	Architecture map, integration log, and support route.
Knowledge owner	Source truth, document freshness, policies, retrieval scope, and correction workflow.	Source inventory, freshness cadence, and review exceptions.
Security or risk reviewer	Data classes, credentials, access, logs, retention, blocked actions, and incident path.	Boundary map, permission table, and rollback trigger.
Folium delivery lead	Build coordination, review file, known limits, quality checks, and handoff completeness.	Launch room, eval record, and improvement backlog.

A max-detail packet should tell reviewers how to judge the work.

Folium uses scorecards to make a subjective AI conversation more inspectable. The score is not a substitute for judgment; it helps leadership see whether the next step is education, repair, sandbox, pilot, or operations.

DECISION GRID

REVIEW LENS

NEXT STEP

SCORE AREA	STRONG SIGNAL	WEAK SIGNAL
Business fit	The workflow is specific, painful, owned, and tied to measurable operational improvement.	The project is framed as adding AI generally.
Source truth	Approved sources are known, fresh, classified, and connected to the answer path.	The system mixes stale, unknown, or unapproved sources.
Behavior quality	Representative tasks pass, wrong-answer behavior is known, and edge cases are recorded.	The review build only shows a polished happy path.
Authority control	AI actions are separated into draft, retrieve, recommend, route, execute, block, and escalate.	The system can act without visible permission.
Staff readiness	Users can explain the tool, correct it, escalate, and understand their role.	Staff feel replaced, confused, or unsupported.
Operations readiness	Support, monitoring, rollback, release rhythm, and source refresh are owned.	No one knows who maintains the system after launch.

The work should have a believable first ninety days.

A controlled first ninety days keeps ambition high without turning uncertainty into production risk. Folium uses the period to move from understanding into a narrow working example, then into reviewable operating rhythm.

DECISION GRID

REVIEW LENS

NEXT STEP

WINDOW	FOCUS	EXPECTED OUTPUT
First 30 days	Discovery, source inventory, first-lane selection, staff interviews, data boundary, and build plan.	Process map, owner map, first-build scope, source list, and launch blockers.
Days 31-60	Working surface, RAG or agent behavior, integration stub, evaluation cases, browser checks, and staff review.	Sandbox, evaluation file, screenshots, known limits, and repair list.
Days 61-90	Architecture review, pilot conditions, governance layer, training guide, support path, and improvement cadence.	Launch room, go/no-go record, operations guide, and next-stage recommendation.

The hidden assumptions should be visible before they become expensive.

Every AI engagement contains assumptions about data, people, systems, cost, behavior, and authority. Folium treats those assumptions as review material, not background noise.

DECISION GRID

REVIEW LENS

NEXT STEP

ASSUMPTION	WHY IT MATTERS	HOW FOLIUM REVIEWS IT
The source is authoritative	AI can only be as reliable as the sources and business rules it is allowed to use.	Source inventory, owner confirmation, retrieval tests, freshness cadence.
The process is ready	A broken process can become a faster broken process when AI is added too early.	Workflow mapping, bottleneck review, owner interview, first-lane narrowing.
The runtime fits the data	Cloud, private, local, and hybrid routes carry different privacy, cost, latency, and support tradeoffs.	Runtime matrix, data classification, provider review, fallback plan.
Staff will adopt the tool	Adoption fails when users do not understand, trust, correct, or benefit from the system.	Training notes, staff review, feedback loop, manager visibility.
Authority is clear	The system can create harm if it sends, updates, approves, or routes without permission.	Permission table, blocked actions, human review, audit trail.
The system can be supported	A useful first build becomes fragile if nobody owns incidents, source updates, or cost review.	Support guide, owner map, release rhythm, rollback trigger.

The first sprint should produce something real and reviewable.

Folium prefers a narrow first sprint that creates a working surface or review file the buyer can challenge. The first sprint is not the final system; it is the safest way to make the future visible.

CHECKLIST

OWNER PATH

RELEASE SIGNAL

- Confirm the single process and the decision the sprint must support.
- Collect approved example material, redacted review records, public references, screenshots, workflow notes, and source rules.
- Define what will be built: portal, dashboard, RAG assistant, agent route, integration adapter, audit file, or launch room.
- Create the visual workflow: intake, source, model or agent route, human review, output, record, and next gate.
- Run representative tasks, edge cases, bad input, missing data, and blocked-action tests.
- Prepare browser screenshots, known limits, support questions, and next-stage blockers.
- Review with staff and leadership before expanding data, access, authority, or dependency.
- End with a decision: stop, refine, rebuild, pilot, or prepare an operating plan.

The packet should make the invisible work tangible.

AI work often fails because the important pieces are invisible until something breaks. Folium turns those pieces into work products the buyer can open, print, challenge, and improve.

RECORD

BOUNDARY

ACTION

Process map

A before-and-after workflow showing people, systems, data, decision points, blockers, and expected output.

- Before
- After
- Owner
- Gate

Data boundary map

A map of source classes, approved use, blocked use, retention, provider exposure, and custody.

- Public
- Internal
- Private
- Blocked

Model and agent route

A path showing which model, tool, retrieval source, or agent lane is used and where humans approve.

- Route
- Tool
- Review
- Escalate

Evaluation file

A record of tasks, expected outcomes, failures, repairs, known limits, and acceptance criteria.

- Cases
- Failures
- Repairs
- Limits

Launch room

A board for owners, support, training, rollback, incidents, go/no-go, and improvement backlog.

- Owner
- Support
- Rollback
- Backlog

Handoff guide

A plain-language guide staff can use to understand what the system does, cannot do, and how to report problems.

- Use
- Limit
- Correct
- Report

The business should know how improvement will be measured.

Folium keeps measurement practical. The first goal is not a perfect dashboard; it is a clear set of signals that shows whether the process is saving time, reducing risk, strengthening staff, or improving customer outcomes.

DECISION GRID

REVIEW LENS

NEXT STEP

SIGNAL	WHAT TO WATCH	DECISION IT SUPPORTS
Time recovered	Manual steps removed, average handling time, repeated work reduced, faster routing.	Should this workflow expand to more users or adjacent processes?
Quality improved	Wrong answers, missing sources, correction rate, review exceptions, customer rework.	Is behavior strong enough for pilot or does it need repair?
Risk reduced	Blocked unsafe actions, escalations, data-boundary violations avoided, rollback readiness.	Can authority expand or should controls remain tight?
Staff confidence	Training completion, feedback volume, adoption friction, override rate, manager notes.	Does the workforce need more support before launch?
Cost and runtime	Provider cost, local infrastructure cost, latency, uptime, fallback use, subscription sprawl.	Should runtime placement change?
Customer impact	Response speed, consistency, issue resolution, conversion support, satisfaction signals.	Is the capability improving the business outcome?

Each reviewer should know what to inspect first.

A max-detail packet is only useful when different reviewers can find their lane quickly. Folium separates executive, operations, technical, security, finance, and staff questions so the buyer can bring the right people into the right part of the review.

DECISION GRID

REVIEW LENS

NEXT STEP

REVIEWER	START WITH	DECISION THEY SUPPORT
Executive sponsor	Value hypothesis, launch gate, first ninety days, and stop/refine/continue choices.	Whether the process deserves a controlled engagement.
Operations lead	Workflow map, operating roles, support rhythm, and staff feedback loop.	Whether the future process can be run by the team.
Technical lead	Runtime placement, data path, integration surface, monitoring, and fallback.	Whether the architecture can be supported safely.
Security or risk reviewer	Data classes, permissions, blocked actions, logs, retention, and rollback.	Whether access can expand beyond public review.
Finance or owner	Cost signals, subscription overlap, runtime tradeoffs, labor impact, and support burden.	Whether the first build has a practical business case.
Staff user	Plain-language use, limits, escalation, correction path, and training expectations.	Whether the tool strengthens the job instead of confusing it.

The packet should turn into a working session, not only reading material.

Before a call, Folium wants the buyer to gather the real operating pieces that make the review useful. The worksheet keeps the conversation grounded in one process, one owner, one source map, and one next decision.

CHECKLIST

OWNER PATH

RELEASE SIGNAL

- Bring one workflow that is slow, risky, expensive, repetitive, customer-visible, or staff-heavy.
- Name the systems touched by the workflow: store, CRM, ERP, inbox, spreadsheet, database, portal, document folder, or legacy application.
- Separate approved public material from internal, customer, regulated, confidential, credential, and blocked material.
- Write down who owns the work today, who reviews exceptions, and who will own the AI-assisted version.
- List the decisions AI may draft, retrieve, recommend, route, block, or escalate, and the decisions that stay human-owned.
- Bring examples of good output, bad output, common exceptions, missing data, and customer-facing risk.
- Name the first useful working surface: dashboard, portal, assistant, queue, control room, commerce lane, integration, or review file.
- Decide what record would make leadership comfortable with the next stage.

The next step should match the maturity of the record.

Folium does not need every buyer to start at the same altitude. The right offer depends on how much process clarity, source truth, owner alignment, and launch readiness already exists.

DECISION GRID

REVIEW LENS

NEXT STEP

IF THE BUYER HAS	BEST NEXT FOLIUM MOVE	OUTPUT TO EXPECT
AI interest but no clear process	AI systems audit or first workflow finder.	Pressure map, source inventory, first-lane recommendation, and risk view.
A clear process but no working surface	Forward engineering first sprint.	Clickable surface, route map, known limits, and next-stage blockers.
A tool that works in parts but not in operations	Architecture and launch readiness review.	Permission map, runtime decision, support model, and go/no-go record.
A failed or frightening rollout	AI recovery and staff enablement path.	Issue register, staff training plan, repair roadmap, and confidence loop.
Sensitive data or cost pressure	Local, private, or hybrid AI placement review.	Runtime matrix, data custody plan, fallback route, and vendor-exit view.
A useful pilot that needs care	AI operations support.	Monitoring rhythm, source refresh, release notes, incident path, and improvement backlog.

The last page of a packet should create the next controlled move.

Folium's handoff view separates what can be done now, what needs customer records, what needs approval, and what should wait until the review file is stronger.

DECISION GRID

REVIEW LENS

NEXT STEP

HANDOFF LANE	OWNER	NEXT RECORD
Executive sponsor	Priority, budget, stop/continue decision, and expansion timing.	Decision memo, value hypothesis, and next-stage gate.
Business process owner	Daily workflow, user acceptance, staff impact, and usefulness.	Workflow map, exception list, and adoption notes.
Technical owner	Runtime, integrations, APIs, databases, deployment, monitoring, and fallback.	Architecture map, route contracts, and support guide.
Risk or security owner	Data classes, permissions, logs, blocked actions, incident path, and rollback.	Boundary map, permission table, and rollback record.
Folium delivery lead	Build coordination, evaluation, known limits, launch room, and handoff completeness.	Review file, release notes, and improvement backlog.

The strongest next step is narrow: one process, one owner, one source map, one working surface, one review file, and one decision gate.

The foundry makes Folium more than advice.

Use this packet to decide which tools should be built, selected, connected, verified, and operated around the workflow.

Bring the process

Name the business process, the systems involved, the people affected, and the decision this PDF should support.

Separate review from production

Keep public examples, sandbox review, pilot access, and production dependency in separate stages with clear owners.

Ask for the record

Request screenshots, browser checks, known limits, launch blockers, support plans, and the next approval path.