Turn the data you already have **into new revenue**

How a business licenses the records it already produces to AI labs through DataSupply, step by step.

$0	$0	Yours	Your call
UP FRONT	TO JOIN	YOU KEEP OWNERSHIP	YOU APPROVE EVERY OFFER

WHAT IT MEANS

Data licensing to AI labs, in plain words

AI labs need real business records to train and test their systems: how teams actually write, decide, sell and solve problems. They pay companies for permission to use that data under a written license.

What gets licensed

Records your team has already created while running the business. Nothing new to produce.

Email · Team chat · Calls and meetings · CRM · Support tickets · Documents · Projects and tasks · Operations software

Licensed, not sold

You keep ownership of your data. A lab licenses it for defined uses and a set period. It is not sold outright unless you choose to agree to that. Deals are usually built so the same data can earn more than once; exclusivity, if a lab asks, is negotiated and priced.

WHO IT FITS

- Established companies with 30+ people at a desk on shared systems. Smaller accounting and law firms can qualify too.
- More years of history and more systems usually mean more value.
- Businesses, nonprofits and the public sector.
- Primarily English speaking countries. Others are possible when the data is large enough, case by case.

THE PROCESS

From first call to payment, in 9 steps

Typically about 4 to 6 weeks. Every lab runs its own process, so timing is never promised.

1 **Discovery call**

About 30 minutes on fit, your systems, and anything that must stay private. No commitment. DataSupply does not sign an NDA before this call, because no confidential data is shared at this stage.

2 **Agreement**

You sign the Data Commercialization Agreement. No upfront fee and no cost to join.

3 **Data manifest**

About 30 to 40 minutes: a list of your systems, how long you have used each one, and roughly how much data each holds. No raw data is shared.

4 **Privacy and personal details**

You decide what is in and what is out. Sensitive sources are scoped out early, and the AI lab removes personal details like names, emails and phone numbers before the data is used.

5 **Lab introductions**

DataSupply presents your company's profile to several vetted AI labs at the same time. Some labs sign an NDA at this stage, some do not.

6 **Competing offers**

Labs ask questions and make offers. Different labs value the same data very differently, so several offers at once is how you find the best price.

7 **Contract**

You approve the buyer, price, scope, allowed uses, exclusivity and term in writing. You can say no to any offer.

8 **Secure delivery**

You send the approved package straight to the lab through an encrypted, time-limited channel. Your data never passes through DataSupply, and nobody logs into your systems.

9 **Payment**

The lab checks the delivery against what was agreed, then pays. DataSupply earns its success fee only when a deal closes.

WHAT IT IS NOT

This is not a software purchase. The lab pays you for a license. You do not get an AI product back, and you never pay for one.

WHAT YOU KEEP

- Ownership of your data
- The final say on every buyer, price and term
- The right to leave out anything sensitive

WHAT YOU NEVER PAY

- Nothing up front, nothing to join
- Nothing for an AI product, because there isn't one
- DataSupply is paid only from a closed deal

Offers come only from AI labs. No offer, timeline or payment is guaranteed. Questions about rights, contracts or tax go to your own counsel or accountant.