Qualification and **Readiness Guide**

Who qualifies to license their business data to AI labs, and how to get ready so the offers come in strong.

Headcount
THE HARD QUALIFIER

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Years of history
VALUE MULTIPLIER

×

Number of systems
VALUE MULTIPLIER

THE HARD QUALIFIER: HEADCOUNT

30+ people at a desk, on shared systems

- Shared means the same email, the same software, the same data sources. AI labs license the team's combined records.
- Count desk or office staff only. Field and hourly crews do not count.
- The practical range is about 30 to 300 people.
- Smaller accounting and law firms can qualify too.

VALUE MULTIPLIERS, NOT FLOORS

Years of history

Longer digital history usually means more value. 3+ years is a good guideline, and the old system's history counts too.

Number of systems

More data sources raise both the value of a deal and the odds of approval. 5+ is a good guideline, not a requirement.

What AI labs want changes often, so no company is turned away on years or systems alone. When in doubt, book the call and let DataSupply confirm fit.

WHO ELSE QUALIFIES

Nonprofits	Public sector	All industries
YES, THEY QUALIFY	YES, IT APPLIES	RECORDS WRITTEN BY MANY PEOPLE MATTER MOST

Geography

Primarily English speaking countries, such as the US, Canada, the UK and Australia. Companies in other countries, for example India, Germany or France, are possible when the data corpus is big enough. Every case is reviewed one by one.

Closed or closing companies that had about 50+ staff at some point can often still license their old records.

READINESS CHECKLIST

Get data-ready in one sitting

Estimates are fine. A rough number beats a blank, and the DataSupply team helps fill in the rest.

SYSTEM	WHAT YOU USE	YEARS ON IT	ADMIN ACCESS (WHO)	ROUGH SIZE
Email Google Workspace, Outlook				
Chat Slack, Teams				
CRM Salesforce, HubSpot				
Tickets / help desk Zendesk, Freshdesk				
Documents and files Drive, SharePoint				
Project tools Asana, Jira, Monday				
Accounting QuickBooks, NetSuite				
Phone and calls RingCentral, Zoom recordings				

- ☐ **List every system**, including the ones you used before switching.
- ☐ **Years on each**, with the start date if you know it.
- ☐ **Admin access:** who can export from each system.
- ☐ **Rough sizing:** users, messages or records, and GB where you can.
- ☐ **Headcount proof:** a payroll or HR export, or an email admin screenshot. Now and at peak.
- ☐ **Consents and privacy:** what must stay out, and whether recordings were made with consent.
- ☐ **Who signs:** the owner or officer who can approve licensing the data.

WHAT HAPPENS NEXT

01
Discovery Meeting
30 minutes with a DataSupply consultant.

02
Agreement
The Data Commercialization Agreement is signed.

03
Data manifest
Your checklist becomes the listing AI labs price from.

04
Privacy review
Personal details anonymized, exclusions set by you.

05
AI labs compete
Presented to several AI labs for offers.

06
You decide
You approve the buyer and every term.

07
Secure delivery
Data goes straight from you to the AI lab.

08
Payment
Paid when the deal closes.

No cost up front and no cost to join. You keep ownership of your data, and nothing is shared without your written approval.