

— PROFESSIONAL SERVICES · VERTICAL 02

For firms whose deliverable is judgement.

Cohorte's programs for consulting, audit, advisory, and legal practices. Built on the engagement that doubled PwC's AI capacity in four months (60+ AI systems, 4,000+ Copilot users, +80% adoption). Brand-voice constraint and partner sign-off, by design.

FOR

Managing Partners,
COOs, Heads of AI, CIOs

REGIMES COVERED

Brand voice · partner
sign-off · AI Act · ISO
42001

CLOSEST REFERENCE

PwC AI Factory · Patrick
Monteiro, CIO

DIRECT LINE

charafeddine@cohorte.co

01 WHY PS NEEDS DIFFERENT TRAINING

Your deliverable is a partner's reputation.

In a consultancy, an AI output is not "a nice generation." It is an engagement letter, a client memo, a board paper, a working-paper note. Each is signed by a partner. Each carries the firm's brand. Each can be litigated.

BRAND VOICE CONSTRAINT**A wrong AI tone is worse than a slow human.**

A partner forgives a junior who needs a second pass. A partner does not forgive an AI assistant emailing a client in a voice that is not the firm's. Style classifiers and brand-voice gates are not optional once AI touches the deliverable.

PARTNER SIGN-OFF**Every AI-assisted page needs a defensible signature.**

The same AI Act and ISO 42001 controls that apply to banks apply to your partner-signed work product. Article 14 (human oversight) is the technical requirement underneath the brand requirement. Audit-trail design matters.

BILLABLE-HOUR MATH**Recovery is not "reduce headcount."**

Productivity gains in consulting do not flow through cost reduction. They flow through partner leverage, recovery rate, and the partner's ability to take on more clients. The math is different from a bank's — and so is the curriculum.

02 WHY COHORTE

The methodology that built the PwC AI Factory.

Cohorte's founder led the build of the PwC France AI Factory engagement. The operating model your risk and quality partners would ask for, taught by the practitioner who built it. Open-source. Inspectable.

CONFORMAL PREDICTION

Provably right within stated bounds.

The mathematical primitive that converts a model output into a statistically rigorous confidence interval: a bound on every output that a partner can stand behind before signing.

Source: The conformal-calibration method, from our reliability-certification paper. teams.cohorte.co/research.

SELF-CONSISTENCY

Detecting confabulation.

If the same prompt run five times produces five different answers, the model is not reasoning. The verification gate that catches this before output reaches a customer-facing channel or a regulator-facing log.

Source: The self-consistency method, from the same paper. teams.cohorte.co/research.

EXPLOITATION SURFACE

The red team your CISO asked for.

Prompt injection. Indirect injection through retrieval corpora. Tool-call hijacking. The systematic taxonomy your security team uses to scope penetration testing of an LLM application.

Source: Our 10,000-trial exploitation-surface taxonomy. teams.cohorte.co/research.

REFERENCE STACK

Open-source. Inspectable. Yours.

TrustGate (verification gates), Guardrails (policy enforcement), Agent-Auth (authorization), Agent-Monitor (observability). Six public repositories. Your engineers audit the layer before deploying it.

Where: github.com/Cohorte-ai · MIT / Apache 2.0.

03 USE CASES WE TRAIN AGAINST

Where AI touches billable work.

The AI work professional-services firms are actually shipping in 2026. Where each sits. Engagement risk. Verification primitive.

USE CASE	WHERE IT SITS	ENGAGEMENT RISK	VERIFICATION PRIMITIVE
Client memo drafting	All practices	Partner sign-off · brand voice	Citation-grounded generation, brand-voice classifier, partner gate
Engagement-letter assistant	Lead engagement partners	Disclosure · scope	Source attribution, scope check against firm template
Working-paper review (audit)	Audit practice	Public-interest · standard breach	Conformal bounds, exception escalation, audit-log retention
Due diligence synthesis	M&A, deals	Confidentiality · accuracy	Source attribution, citation-grounded answers, data-room access controls
Litigation document review	Legal practice	Privilege · accuracy	Document classification, privilege gates, decision logs
Tax memo first draft	Tax practice	Regulator-facing · accuracy	Citation to primary source, partner sign-off, audit trail
Proposal generation	All practices	Brand · accuracy of scope	Brand-voice gate, scope check, partner review
Knowledge-base assistant	Firm-wide	Confidentiality · IP leakage	Permission-aware retrieval, DLP gates, query auditing
Slide-deck drafting	All practices	Brand · accuracy	Brand-voice classifier, partner sign-off

04 SAMPLE CURRICULUM · 12-WEEK PS BOOTCAMP

Module by module. Tuned to your stack in scoping.

Six modules across the twelve weeks. The actual curriculum is tuned to your tooling, templates, and brand voice in the pre-bootcamp scoping call with Charafeddine.

MODULE	TOPIC	WHAT YOUR TEAM PRODUCES
01	Scoping & operating discipline. Process First. The Thinking Stack. LUMEN scoping brief drafted live for one engagement-grade workflow.	Mission charter and LUMEN scoping brief for one practice workflow, signed off by the partner sponsor.
02	AI Engineering Foundations. The Three V's (Vibes, Variance, Vendor). Accountable Development Lifecycle. Prompt architecture, multi-model patterns, MCP tool use.	Working system v0.1 against your tooling, templates, and brand voice.
03	Trust & Verification. The Confidence Problem. Self-consistency sampling. Conformal prediction. Citation-grounded generation as the partner-sign-off primitive.	Verification gates and source attribution wired in. Every output is defensible by citation.
04	Accountable Agents · 4-Layer Architecture. Platform Protocol. Agent-Auth (least privilege). Guardrails as architectural constraints. Agent-Monitor.	Agent-Auth and Guardrails layered in. Audit-trail design for AI-assisted deliverables, documented for client disclosure.
05	Engagement Governance. Brand-voice gate. Partner sign-off workflow. Engagement-letter language for AI-assisted work. AI Act Articles 12 (logging) and 14 (human oversight) mapping.	Brand-voice classifier , partner sign-off workflow, engagement-letter language adopted firm-wide.
06	Capstone & Sponsor Brief. Red-team workshop. Founder critique. Sponsor demo to leadership. Operating brief written, reviewed, signed.	Production-grade PS system. Sponsor brief defensible to a managing partner and to the client.

05 THE PS PORTFOLIO

Same operating layer. Practice-specific tuning.

Four programs. One entry-level, two depth options, one transformational. Pricing fixed; scope negotiable. Practice-specific tuning bends the exercises and the brand-voice annex.

ENTRY · DE-RISKER

PS Pilot

€8K-€12K · 4 weeks · 2-3 people

One engagement workflow, taken to proof: a working, verified prototype, with the brand-voice gate and partner sign-off workflow behind it. Half-fee refund clause. 100% credit toward follow-on within 90 days.

SINGLE-TEAM DEPTH

PS Team Bootcamp

€4,200 / seat · 12 weeks · 6-15 seats

Private cohort. Your team, your tooling and templates. Pre-bootcamp scoping with Charafeddine. 12 months Engine Room per graduate. Capstone partner-defensible at week 12.

FIRM-WIDE BREADTH

PS Curriculum License

€12,000 / year · up to 25 seats

Five role-based learning paths (Partners, Managers, Associates, Tax, Audit). Completion dashboards. SSO. Quarterly Q&A with Charafeddine. 12 months Engine Room access for all seats.

TRANSFORMATIONAL

PS AI Readiness Program

from €35,000 · 3 to 6 months

Two-day on-site assessment. Training. Monthly 2h founder advisory. Written AI Operating Model playbook at close. The PwC-scale engagement, scoped to your firm.

Funding (honest). Cohorte is not Qualiopi-certified today (2026 roadmap, in progress). Direct CPF and direct OPCO not available right now. Standard path: direct L&D budget. For OPCO routing: via Qualiopi-certified partner. Email teams@cohorte.co.

06 PS OBJECTIONS WE ALWAYS HEAR

The honest answers. Before the call.

The four objections an enterprise PS buyer raises in every conversation. Answered here so the call can spend its time on the work.

Our partners do not trust AI on a client deliverable.

Good. The curriculum starts from there. The Trust & Verification module installs source attribution and citation-grounded generation specifically so a partner can sign the page. **The brand-voice classifier in module 5** is the artifact that lets a managing partner approve AI-assisted deliverables.

Procurement / vendor risk has a 60-day onboarding.

The Pilot is the way around this: fixed-price, fixed-scope, clears procurement under a faster threshold. We have run Pilots while full vendor onboarding is in progress.

We have a Big-Four consulting arm. Why not use it?

You can. Big-Four sells a strategy deck and a roadmap. Cohorte sells trained operators and a shipped artifact. Several clients run both. **Named reference: Patrick Monteiro, CIO of PwC France & Maghreb.** Reference call arranged after a mutual NDA.

L&D budget is committed for the year.

Cohorte is not Qualiopi-certified today (2026 roadmap, in progress), so direct CPF and direct OPCO are not available right now. Standard path is direct L&D budget; OPCO routes via a Qualiopi-certified partner. The Pilot at **€8K-€12K typically fits inside discretionary practice budgets** even mid-year.

DIRECT LINE · NO SALES GATE

Talk to Charafeddine directly.

Sixty-minute discovery. No deck. We help you scope the right entry point: Pilot to de-risk, Bootcamp to install, License to scale, AI Readiness to transform.

charafeddine@cohorte.co

Cohorte SAS · Paris & Rabat · Founded 2022
teams.cohorte.co · cohorte.co/teams