

— ALL FOUR PROGRAMS · FOR ENTERPRISE TEAMS

# Four programs. One operating layer.

The Pilot, the Team Bootcamp, the Curriculum License, the AI Readiness Program. Same methodology, four commitments, scoped to where you are. The decision framework, the comparison matrix, the entry points.

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FOR

CIOs, CHROs, Heads of AI, L&D Directors

ENTRY POINT

€8K-€12K Pilot · refundable

TOP OF LADDER

From €35K AI Readiness

DIRECT LINE

[charafeddine@cohorte.co](mailto:charafeddine@cohorte.co)

01 THE OPERATING LAYER

# Same methodology. Four commitments.

Every Cohorte program installs the same operating layer: scoping discipline, verification primitives, accountable agents, governance. What changes is depth, audience, and where it sits in your organisation.

<p><b>PROCESS FIRST</b></p> <p><b>The mess does not get automated.</b></p> <p>LUMEN scoping brief. Mission charter. Sign-off gates. The discipline of saying "this workflow is not ready for AI" before you put one on top of it.</p>	<p><b>TRUST &amp; VERIFICATION</b></p> <p><b>Confidence intervals on every output.</b></p> <p>Self-consistency sampling. Conformal prediction. TrustGate. Founder's published research at NeurIPS, ICML, AAAI. Open-source reference implementations.</p>	<p><b>ACCOUNTABLE AGENTS</b></p> <p><b>Least-privilege, signed, logged.</b></p> <p>Agent-Auth. Guardrails. Permission-aware retrieval. The accountability surface a regulator, an auditor, or your CISO can read.</p>
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**What every program produces.** An operating brief signed by the executive sponsor. A working v0.1 system. A governance log. Verification gates wired in. Documented escalation rules. Engine Room access for graduates so the discipline survives turnover. Capstone deliverable defensible to model-risk, audit, accreditation, or the franchise/brand owner — whichever is your binding constraint.

<p><b>FOUNDER</b></p>	<p><b>Charafeddine Mouzouni.</b> 60+ enterprise AI systems shipped. PwC AI Factory. Published research in conformal prediction and self-consistency. Open-source reference stack at <a href="https://github.com/Cohorte-ai">github.com/Cohorte-ai</a>.</p>
<p><b>NAMED REFERENCES</b></p>	<p><b>OPIT</b> (Riccardo Ocleppo, CEO) · <b>PwC AI Factory</b> (Patrick Monteiro, CIO) · additional named references extended quarterly under mutual NDA.</p>
<p><b>INSURANCE &amp; VENDOR POSTURE</b></p>	<p><b>Active.</b> Insurance certificates within 24h of NDA. SIG-Lite and CAIQ returned in 5 business days. See the CISO &amp; Vendor-Risk Briefing.</p>

## 02 THE PILOT

# A four-week answer to "is this real."

DURATION	4 weeks
SCOPE	One workflow. One sponsor.
DELIVERABLE	LUMEN brief, verification design, operating brief, recommendation memo
RISK REVERSAL	Half-fee refund clause. 100% credit toward follow-on within 90 days.

## PRICE BAND

€8K — €12K

Fixed-scope. Negotiable timing. The cheapest, most reversible way to verify whether the methodology applies to your domain.

- ▶ Two scoping sessions with the founder
- ▶ Verification primitive selection (which of self-consistency, conformal, retrieval-grounding)
- ▶ Operating brief defensible to your risk function
- ▶ Half-fee refund if the sponsor decides not to proceed
- ▶ LUMEN scoping brief signed by sponsor
- ▶ Working v0.1 system against your stack
- ▶ Recommendation memo: go / no-go / scope-down
- ▶ 100% credit toward Bootcamp or License within 90 days

**Why this exists.** Most enterprise AI training engagements are sold before the buyer knows whether the methodology fits their workflow. The Pilot inverts that. Verify first. Commit later. The downside is bounded; the upside is a defensible answer in four weeks.

03 THE TEAM BOOTCAMP

Your team.  
Your stack.  
Twelve weeks.  
Capstone shipped.

DURATION	12 weeks + 12 months Engine Room
COHORT	Private. Your team only. 8-20 participants.
DELIVERABLE	Production-grade capstone on your stack, your data, defensible to your binding regulator
CADENCE	Live sessions, recorded. Mentor 1:1s scheduled around shift patterns.

PRICE BAND

€4,200 / seat

Minimum 6 seats. Vertical-specific tuning bends exercises and the regulatory annex. Pilot fees credited 100% within 90 days.

- ▶ Pre-bootcamp scoping with the founder
- ▶ Capstone delivered against your stack
- ▶ Verification gates wired into your production system
- ▶ 12 months Engine Room per graduate
- ▶ Six modules taught in your context
- ▶ Vertical regulatory annex (FS, PS, HE, Hospitality)
- ▶ Governance log defensible to model-risk or accreditation
- ▶ Monthly founder office hours during the cohort

**Why this exists.** Off-the-shelf AI training teaches generic patterns to people whose work is not generic. The Team Bootcamp teaches the methodology against the exact workflow, the exact stack, and the exact regulatory regime your team operates inside. The capstone is the artifact your sponsor signs off and your audit function reads.

04 THE CURRICULUM LICENSE

Five role-based paths. SSO, dashboards, quarterly office hours.

DURATION	12 months licensed access
AUDIENCE	Up to 25 seats standard. Beyond 25: scoped per engagement.
FORMAT	Async curriculum, role-based paths, live quarterly Q&A with the founder
INTEGRATION	SSO. Completion dashboards. SCIM provisioning available.

PRICE BAND

€12,000 / year

Standard up to 25 seats. Beyond 25: scoped per engagement. 20% over-enrollment policy absorbs turnover at no extra cost.

- ▶ Five role-based paths tuned per vertical
- ▶ Async video curriculum, transcribed, searchable
- ▶ Quarterly live Q&A with the founder
- ▶ Completion and engagement dashboards
- ▶ SSO, SCIM, audit-log export
- ▶ 12 months Engine Room for all seats
- ▶ Open-source reference stack at [github.com/Cohorte-ai](https://github.com/Cohorte-ai)
- ▶ Update cycle: quarterly, included

**Why this exists.** Bootcamps train teams. Licenses spread the discipline. After a successful Bootcamp, the License lets the methodology survive turnover, reach adjacent functions, and become the default L&D path for AI in your organisation. The 20% over-enrollment policy is intentional: knowledge inside one head leaves with that head.

05 AI READINESS PROGRAM

The institution-wide engagement. Two days on-site. Twelve months of advisory.

DURATION	3 to 6 months · custom scope
AUDIENCE	Executive sponsor + program team + organisation
FORMAT	2-day on-site assessment · monthly 2h founder advisory · training
DELIVERABLE	Written AI Operating Model playbook at close

PRICE BAND

From €35,000

Custom scope. Final price established during the on-site assessment, signed in SOW. No tier ladder published. The deepest commitment.

- ▶ **Two-day on-site assessment** with founder
- ▶ Verification gap analysis against your regulatory regime
- ▶ Training tailored to your sponsor, teams, and executives
- ▶ Written **AI Operating Model playbook** as final artifact
- ▶ Map of AI workflows in flight (build vs buy vs kill)
- ▶ Governance design: **logging, oversight, escalation**
- ▶ **Monthly 2h founder advisory** for 3 to 6 months
- ▶ First call on capacity for follow-on Bootcamps and Licenses

**Why this exists.** Some organisations need more than a team trained. They need the operating model defined, the governance built, and someone accountable in the room every month. The AI Readiness Program is for executive sponsors who are answering to a board, an accreditor, or a regulator and need an outside expert on the record.

06 SIDE BY SIDE

# The matrix your sponsor will read.

All four programs on one page. Same rows, comparable answers. Bring this to the steering committee meeting.

	THE PILOT	TEAM BOOTCAMP	CURRICULUM LICENSE	AI READINESS
Price	€8K-€12K	€4,200/seat · min 6	€12,000/yr · 25 seats	From €35K · custom
Duration	4 weeks	12 weeks + 12 mo Engine Room	12 months licensed	3 to 6 months
Audience	One workflow sponsor	8-20 team members	Up to 25 seats	Exec sponsor + org
Primary outcome	Go/no-go decision with evidence	Production capstone, team trained	Org-wide AI fluency	Operating model + governance
Founder time	2 scoping sessions	Pre-scope + monthly office hours	Quarterly Q&A	2 days on-site + monthly 2h
Capstone / artifact	Recommendation memo	Production system + brief	Role-completion record	AI Operating Model playbook
Engine Room	N/A	12 months per grad	12 months all seats	12 months (sponsor + team)
Risk reversal	Half-fee refund clause	Pilot credit 100% / 90 days	Quarterly opt-out windows	Bootcamp credit on scope-up
Best for	"Is this real for us"	"Train my team, ship a system"	"Spread it across the org"	"Define the operating model"
Logical follow-on	Bootcamp or License	License or AI Readiness	AI Readiness or new Bootcamp	Renewed advisory + License

## 07 HOW TO CHOOSE

# Pick by binding constraint, not by budget.

The wrong question is "what can we afford." The right question is "what is currently blocking us." Four entry-by-need framings. The right program is the one that removes your binding constraint, not the one that fills your budget line.

## IF THE BLOCKER IS...

**"We don't know if AI training will work for our specific workflow."**

You need **evidence** before commitment. A four-week reversible proof against one workflow, one sponsor, with a half-fee refund clause if the answer is no.

PICK → **THE PILOT**

## IF THE BLOCKER IS...

**"Our team needs to ship a working system, defensible to our regulator."**

You need **depth**. Twelve weeks against your stack, your data, your binding regulator. A capstone you can put in front of model-risk or your accreditor.

PICK → **TEAM BOOTCAMP**

## IF THE BLOCKER IS...

**"We have champions. We need the discipline to spread without breaking."**

You need **scale with discipline**. Role-based paths, SSO, completion dashboards, quarterly founder Q&A. The methodology survives turnover.

PICK → **CURRICULUM LICENSE**

## IF THE BLOCKER IS...

**"The board is asking for an AI operating model. We don't have one."**

You need **governance at the executive level**. Two-day on-site, monthly advisory, a written playbook the sponsor can show to the board and the auditors.

PICK → **AI READINESS**

**The honest sequencing.** Most successful Cohorte engagements start with a Pilot, scale into a Bootcamp, and either spread via a License or deepen via AI Readiness. Each stage's fee credits 100% toward the next within 90 days. The ladder is designed so the buyer's risk decreases as commitment increases.

DIRECT LINE

## The conversation starts here.

Three working-day response. No funnel. No SDR.  
Charafeddine reads every inbound and replies personally on  
the first turn.

**[charafeddine@cohorte.co](mailto:charafeddine@cohorte.co)**

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Cohorte SAS · Paris, France · Founded September 2022  
Insurance, SIG-Lite, CAIQ, DPA available on request  
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