

# Statement of Work — Pilot (Standard, 90 days)

**SOW number:** PG-SOW-PILOT-[NNN] (assigned at signature) **Issued under:** PanGuard AI Master Services Agreement (the "**MSA**") **Effective date:** Date of Customer's electronic acceptance OR countersignature (the "**Effective Date**") **Duration:** 90 days from Effective Date **Fee:** USD \$25,000 (one-time, payable per Section 5 below)

This Statement of Work ("**SOW**") describes the services PanGuard AI, Inc. ("**PanGuard**") will provide to the customer named at checkout or on the countersigned cover page ("**Customer**"). This SOW is governed by the MSA published at <https://panguard.ai/legal/msa>. In the event of conflict, the MSA governs.

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## 1. Founding Customer pricing

**This SOW is offered at \$25,000 only for the first three (3) Customers to execute a Pilot SOW with PanGuard.** After the third Pilot is fully executed, all Pilot engagements transition to standard Enterprise pricing (floor USD \$250,000 / annum per Pricing v5 at <https://panguard.ai/pricing>). PanGuard maintains a public counter at <https://panguard.ai/pricing> reflecting remaining Founding Customer slots.

**Founding Customer benefits (in addition to the standard Pilot scope below):**

- Full \$25,000 credit against any Y1 Enterprise contract executed within 12 months of this SOW
  - Quarterly product roadmap calls with the founder
  - Public acknowledgement as a Founding Customer (with Customer's written consent — opt-in only)
  - Free upgrade to ATR rule pack v3.x releases within the 90-day Pilot window
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## 2. Scope of services

PanGuard will deliver the following six (6) work items during the 90-day Pilot. Each item has a written acceptance criterion in Section 4.

### 2.1 ATR engine deployment in Customer's environment

PanGuard will provide installation guidance for the open-source `agent-threat-rules` engine (MIT licensed) in one of:

- Customer's VPC (AWS / GCP / Azure)
- Customer's on-prem data centre
- Customer's airgap environment (with offline rule-pack delivery)

**Deliverable:** Reference architecture diagram + deployment runbook + one (1) deployed instance verified by joint smoke test with Customer's technical lead.

## 2.2 Custom ATR rule pack trial

PanGuard will select 50-100 ATR rules from the published corpus, filtered for relevance to Customer's specific AI agent deployment, and deliver them as a Customer-tagged YAML pack.

**Deliverable:** Tagged rule pack on Customer's chosen distribution channel (git fork, npm scope, S3 bucket) + benchmark report on Customer's environment OR (if Customer cannot share traffic) on the published 498-sample SKILL.md corpus.

## 2.3 Sample quarterly compliance evidence report

PanGuard will generate one (1) sample compliance evidence pack mapped to Customer's primary regulatory framework. Frameworks supported: EU AI Act, NIST AI RMF, ISO/IEC 42001, OWASP Agentic Top 10, OWASP LLM Top 10. Customer selects the framework at kickoff.

**Deliverable:** Signed PDF + JSON + manifest.json with SHA-256 + HMAC-SHA256 per file. Same pipeline used for the public sample at <https://panguard.ai/evidence-pack>, branded to Customer.

## 2.4 SIEM webhook integration template

PanGuard will provide a configuration template for one (1) of the Customer's existing SIEMs: Splunk, Elastic, Datadog, Microsoft Sentinel, Sumo Logic, or Chronicle. Other SIEMs may be supported by mutual agreement.

**Deliverable:** Webhook configuration file + payload schema doc + working end-to-end test (test event flows from PanGuard → Customer's SIEM → searchable index).

## 2.5 Senior engineering office hours

PanGuard will allocate up to six (6) hours per week of senior engineering time (the founder) for the Customer over the 90-day Pilot. Time is tracked in the Customer's workspace dashboard. Unused hours expire at the end of each calendar week. Pre-scheduled blocks preferred; ad-hoc support honored on best-effort.

**Deliverable:** Weekly tracker visible in the dashboard at `/w/<workspace-slug>/pilot`. Time-bank report at Day 90.

## 2.6 Day-90 exit packet

PanGuard will produce a final technical note at Day 90 summarising: (a) findings during the Pilot, (b) recommended Enterprise scope, (c) annotated migration path to a Y1 Enterprise contract OR clean-exit instructions.

**Deliverable:** PDF + working session with Customer's technical lead.

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## 3. Out of scope (clarity for both Parties)

The following are not included in this SOW and require a separate SOW or Change Order:

- Production deployment to more than one (1) environment
- Multi-tenant rollout
- SLA commitments (no SLA applies to this Pilot)

- 24/7 on-call support
- Customer-specific rule development beyond the 50-100 rule trial pack
- Compliance audit support beyond the one (1) sample report
- SAML / SCIM integration
- Sovereign / airgap fully-managed deployment (Sovereign tier scope)
- Migrator Pro (Sigma / YARA / Snort / SPL → ATR conversion) — separately priced

## 4. Acceptance criteria

Each Section 2 deliverable is deemed accepted when:

#	Deliverable	Acceptance trigger
2.1	Engine deployment	Joint smoke test passes (ATR engine boots, accepts events, returns findings on test payload)
2.2	Rule pack trial	Customer's technical lead acknowledges receipt of YAML pack + benchmark report in writing
2.3	Sample evidence pack	PDF + JSON + manifest delivered; Customer reproduces SHA-256 hashes locally
2.4	SIEM webhook	Test event visible in Customer's SIEM within 60s of generation
2.5	Engineering office hours	Time tracker shows ≥80% of 6 hr/wk budget either used OR explicitly waived in writing
2.6	Day-90 exit packet	PDF delivered + working session held

If Customer does not provide written non-acceptance with specific deficiencies within ten (10) business days of delivery, the deliverable is deemed accepted.

## 5. Fee and payment

**Total fee:** USD \$25,000 (one-time, non-recurring) **Tax:** Customer is responsible for all applicable taxes (Stripe Tax computes automatically at checkout for credit card path).

**Payment paths** (Customer chooses one at checkout):

### Path A — Credit / debit card (Stripe Checkout)

- 100% upfront at checkout
- Service starts on Effective Date = date of successful charge
- Refund eligibility per <https://panguard.ai/legal/refund>

### Path B — Wire / invoice (Net-30)

- PanGuard issues a Stripe-generated invoice on Effective Date
- Customer wires USD \$25,000 within 30 days
- Service formally starts on Effective Date; deliverables 2.1 + 2.5 begin immediately; 2.3 + 2.6 produced after wire receipt

- Late payment beyond 45 days triggers suspension per MSA Section 2.2
- Wire instructions provided in invoice (Mercury Business Banking · routing + account)

### Path C — Sovereign / Government

- Separately scoped per country procurement rules
- Not the standard Pilot — see sovereign engagement framework

## 6. Timeline

Day	Milestone
0	SOW signed + payment initiated (Path A: charged; Path B: invoice issued)
1	Welcome email sent · workspace provisioned · Slack Connect invitation
2-7	Customer technical lead onboarding call + access provisioning + framework selection
8-21	Engine deployment (2.1) + rule pack drafting (2.2)
22-35	Rule pack trial finalised + SIEM webhook (2.4) configured
36-60	Production monitoring + weekly office hours + draft compliance evidence pack (2.3)
61-75	Compliance evidence pack finalised + benchmark report delivered
76-85	Day-90 exit packet drafted (2.6)
86-90	Exit working session + decision: upgrade to Enterprise OR clean exit

PanGuard may adjust dates by mutual written agreement if Customer is unable to provide required access or framework selection on schedule.

## 7. Customer responsibilities

The Customer agrees to:

1. Provide a named technical lead reachable by email within two (2) business days
2. Provide access to one (1) target deployment environment within ten (10) business days of Effective Date
3. Provide written framework selection (one of: EU AI Act / NIST AI RMF / ISO 42001 / OWASP Agentic / OWASP LLM) within ten (10) business days
4. Provide access to one (1) target SIEM within thirty (30) business days
5. Attend the kickoff call within ten (10) business days
6. Provide written non-acceptance within ten (10) business days of any deliverable delivery (silence = acceptance per Section 4)

If Customer fails to provide required access within the stated windows, the corresponding deliverable timeline shifts by the delay period. Day-90 exit date does not automatically shift;

Customer may request a written extension if delays were material.

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## 8. Confidentiality

All exchanged information is governed by the MSA Section 6 (Confidentiality). PanGuard treats Customer's environment details, rule selection criteria, threat-model preferences, and SIEM topology as Customer Confidential Information. Customer treats PanGuard's pricing approach, founder time allocation, and unpublished roadmap items as PanGuard Confidential Information.

**Public acknowledgement:** opt-in only. PanGuard will not publicly name Customer as a Pilot participant without written consent.

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## 9. Data protection

This SOW is governed by the Data Processing Addendum at <https://panguard.ai/legal/dpa>. Customer Data flows to PanGuard's environment ONLY if Customer opts to share traffic for benchmarking (Section 2.2). The default Pilot does NOT require Customer to share production traffic — benchmarking can run against the public 498-sample SKILL.md corpus instead.

Sub-processors: see <https://panguard.ai/sub-processors>.

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## 10. Termination

Either Party may terminate this SOW for material breach not cured within 30 days of written notice (per MSA Section 3.3). Customer may also terminate within 7 days of Effective Date for any reason with a full refund per Refund Policy.

On termination after Day 7:

- Path A: refund per Refund Policy (pro-rated unavailable)
  - Path B: Customer pays fees due for services rendered through termination date, computed on a pro-rated basis against the 90-day calendar
  - Workspace data export available for 30 days after termination
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## 11. Renewal / upgrade

This SOW does not auto-renew. At Day 90 the Parties have three options:

1. **Clean exit** — no further obligation
  2. **Upgrade to Enterprise** — execute a Y1 Enterprise SOW; the \$25,000 Pilot fee credits 100% against the first year Enterprise fee
  3. **Pilot extension** — only if PanGuard is still accepting Founding Customer slots; otherwise upgrade-or-exit
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## 12. Acceptance

By completing checkout at <https://panguard.ai/pilot> (Path A) or by countersigning a paper or DocuSign copy of this SOW (Path B / C), Customer accepts these terms on behalf of the entity

identified at checkout.

For DocuSign / paper countersignature:

**Customer**

Signature: \_\_\_\_\_ Name: \_\_\_\_\_ Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**PanGuard AI, Inc.**

Signature: \_\_\_\_\_ Adam Lin, Founder & CEO Date: \_\_\_\_\_

*This SOW is governed by the MSA in force at the time of acceptance. The current SOW template is published at <https://panguard.ai/legal/sow>. PanGuard maintains a versioned archive of all prior SOW versions.*