

## Regulatory Pathway Document

(For Regulated Markets)

Version: Investor / DD Grade

### صفحه ۱. Executive Regulatory Summary (1–2)

#### 1.1 Why Regulation Matters for GROWNET

- چرا محصول مشمول رگولیشن می‌شود
- چه بخش‌هایی regulated هستند و کدام نیستند (scope separation)

#### 1.2 Go / No-Go Risks

- چه مجوز‌هایی blocker واقعی هستند
- چه مواردی با workaround قابل فروش‌اند

هدف: پاسخ سریع به سوال VC

«آیا این محصول الان قابل فروش هست یا نه؟»

### صفحه ۲. Regulatory Classification (2–3)

#### 2.1 Product Classification

- SaaS / Platform / Marketplace / Data Processor
- آیا GROWNET است؟
  - Processor
  - Controller
  - Joint Controller

#### 2.2 Industry Mapping

Domain	Applies?	Notes
Health (HIPAA / MDR)	Optional	Only if X enabled
Fintech (PSD2)	No	No payments custody
Data Protection (GDPR)	Yes	Core
AI Regulation (EU AI Act)	Medium	Ranking / scoring

این جدول خیلی مهم است

### صفحه ۳. Applicable Regulations & Standards (3–5)

### **3.1 Data & Privacy**

- GDPR •
- ePrivacy •
- Data residency (EU/Non-EU) •

### **3.2 AI / Algorithmic Regulation**

- EU AI Act (Risk-based classification) •
- Explainability •
- Bias risk •

### **3.3 Platform / Marketplace Rules**

- DSA (Digital Services Act) •
- Content moderation duties •
- Ranking transparency •

### **3.4 Security & Trust**

- ISO 27001 (target) •
- SOC 2 Type I → Type II (roadmap) •
- نشان می‌دهد تیم naive نیست

## **صفحه ۴. Regulatory Scope Control (2-3)**

### **4.1 What We Explicitly Do NOT Do**

- No payment custody •
- No medical decision •
- No financial advice •
- No identity verification (for now) •

این بخش ریسک را می‌کشد

### **4.2 Feature Gating Strategy**

Feature	Regulatory Impact	Status
User ranking	AI risk	Limited

Feature	Regulatory Impact	Status
Reviews monetization	DSA	Allowed
Expert marketplace	Liability	Gated

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## صفحة 5. Compliance-by-Design Architecture (2–3)

### 5.1 Data Flow Compliance

- PII separation
- Regional storage
- Minimal data principle

### 5.2 Consent & Transparency

- Explicit consent
- Audit logs
- User rights workflow

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## صفحة 6. Phased Compliance Roadmap (3–5)

### Phase 0 — MVP / Pilot (0–6 months)

- GDPR basic compliance
- Privacy Policy + DPA
- Security baseline

Outcome: **Sell to SMB**

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### Phase 1 — Growth (6–12 months)

- ISO 27001 prep
- DSA readiness
- AI documentation

Outcome: **Sell to mid-market**

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### Phase 2 — Enterprise / Regulated Clients (12–18 months)

- SOC 2 Type II

- Advanced audits •
  - Dedicated compliance role •
  - Outcome: **Enterprise-ready**
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## صفحہ 7. Cost, Time & Resource Estimates (2–3)

Item	Cost (€)	Time
Legal review	20–40k	2–3 months
ISO 27001	30–50k	4–6 months
SOC 2	40–70k	6–9 months
Realistic ≠ optimistic		

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## صفحہ 8. Regulatory Risk Register (2–3)

Risk	Probability	Impact	Mitigation
AI misclassification	Medium	High	Feature gating
Data breach	Low	High	Security controls
DSA penalties	Low	Medium	Reporting

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## صفحہ 9. Go-To-Market Impact Analysis (1–2)

### 9.1 What We Can Sell Today

- Which customers •
- Which features •

### 9.2 What Is Delayed by Regulation

- Which revenue streams •
  - How long delay is •
- دقيقاً این را می خواهد VC
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## صفحہ 10. Regulatory Ownership & Governance (1–2)

- Compliance owner •
- External counsel •
- Review cadence •

Incident escalation •

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## صفحه ۱۱. Unknowns & Discovery Plan (۱-۲)

### Known Unknowns

- AI Act final enforcement •
- Country-specific DSA interpretation •

### Discovery Plan

- Legal opinion •
- Pilot customer feedback •
- Sandbox tests •

نشانه بلوغ بنیانگذار

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## صفحه ۱۲. Regulatory Readiness Statement (۱-۲)

«GROWNET دارای مسیر انطباق مرحله‌ای، قابل اجرا و هم‌استا با رشد کسبوکار است و هیچ مانع رگولاتوری پنهان برای ورود به بازار وجود ندارد».