

## **4. Business Model**

The business model defines how value is exchanged within the Field-Native system without collapsing meaning, research, or posture into revenue logic. It is constrained by the execution strategy and does not operate independently of it.

Field-Native creates value by enabling intelligence systems to remain coherent under conditions of ambiguity, scale, and time. Value is realised where this capability is materially required and cannot be substituted by optimisation or automation alone.

Revenue is derived through structured engagements at defined interfaces, including but not limited to system access, licensing, and long-term partnership arrangements. Each interface is governed by explicit scope, duration, and authority boundaries.

Engagements are selective. Not all demand is serviced. Value exchange occurs only where alignment with posture and research constraints is maintained. Transactions that require alteration of system ordering or epistemic boundaries are declined.

Pricing reflects scope, duration, and load placed on the system rather than output volume. Discounting that introduces misalignment or accelerates dependency is not permitted.

The business model is designed to support sustainability and continued research integrity rather than maximum extraction. It evolves only in response to demonstrated coherence at scale and is revised through execution phases rather than market pressure.