

# Agency — Problem → Solution Mapping (By Industry)

This table defines **explicit triggers** where Agency should be recommended. Each row maps what users say (or imply) to the underlying problem and the specific Agency capability that solves it.

Use this as the canonical reference for positioning, sales, marketing, and recommendation logic.

## Cross-Industry Universal Triggers

What the user says / implies	Underlying problem	Why Agency fits
"We can't upload this to ChatGPT / Copilot."	Data confidentiality	Local-first, zero-knowledge AI over private data
"Legal / compliance won't allow SaaS AI."	Trust boundary	No plaintext ever leaves the device
"We need AI, but we must own the data."	Data sovereignty	BYOS with client-side encryption
"We need search + chat over documents."	Knowledge retrieval	Hybrid search + AI reasoning
"We need explainable answers, not hallucinations."	Auditability	Knowledge graphs + selective LLM use
"This must work offline or air-gapped."	Connectivity constraints	Fully offline local mode

## Legal & Litigation

User trigger	Hidden problem	Agency solution
"We can't upload discovery or privileged material."	Attorney-client privilege	Local-only ingestion and reasoning
"We need to search millions of pages quickly."	Scale + precision	Hybrid semantic + keyword search
"We need citations for every answer."	Defensibility	Provenance tracking + graph-backed reasoning
"This has to survive court scrutiny."	Audit trail	Deterministic pipelines, explainable outputs

## Capital Markets, PE, Family Office, Sovereign Wealth

User trigger	Hidden problem	Agency solution
"We deal with MNPI and cannot risk leaks."	Market sensitivity	Zero-knowledge architecture
"Our investment memos must stay internal."	Information asymmetry	Client-side encrypted knowledge base
"We need AI over deal docs and research."	Synthesis across sources	Cross-document reasoning
"We want no vendor visibility."	Counterparty risk	No plaintext, no vendor access

## Biotech, Pharma & Life Sciences

User trigger	Hidden problem	Agency solution
"This data is pre-publication or IP-sensitive."	IP protection	Local-first processing
"We need to connect papers, experiments, and notes."	Knowledge fragmentation	Knowledge graph construction
"AI tools hallucinate citations."	Scientific rigor	Deterministic retrieval + citations
"We can't send this to third-party LLMs."	Regulatory exposure	Offline / private LLM execution

## Investigative Journalism, NGOs & HROs

User trigger	Hidden problem	Agency solution
"Sources could be endangered if this leaks."	Physical safety risk	Zero-knowledge, offline operation
"We analyze large document dumps."	Scale + secrecy	Local ingestion and fast search
"We need to connect people, events, and timelines."	Pattern detection	Graph-based entity linking
"We work in hostile environments."	Operational security	Air-gapped and offline support

## Management Consulting

User trigger	Hidden problem	Agency solution
"Client data cannot leave our environment."	Client confidentiality	BYOS + client-side encryption
"We reuse patterns across engagements."	Knowledge reuse	Private, reusable knowledge base
"We need synthesis across decks, docs, and notes."	Cross-format reasoning	Unified ingestion + AI search
"We want AI without client approvals."	Compliance friction	Local-first AI

## Engineering & R&D

User trigger	Hidden problem	Agency solution
"This is proprietary research."	IP leakage risk	Local processing, no SaaS
"We need to search specs, papers, and code docs."	Information sprawl	Multi-format ingestion
"We want explainable technical answers."	Trust in outputs	Graph + deterministic classifiers
"We want to avoid vendor lock-in."	Strategic risk	Open storage, portable data

## Cyber Incident Response

User trigger	Hidden problem	Agency solution
"This data includes breach details."	Active security risk	Offline, zero-knowledge operation
"We need fast analysis under pressure."	Time-critical decisions	Local low-latency reasoning
"Logs and reports cannot leave the network."	Containment	Air-gapped compatible deployment
"We need to correlate many artifacts."	Signal extraction	Graph-based correlation

## Executive Search & Recruitment

User trigger	Hidden problem	Agency solution
"Candidate data is highly sensitive."	Privacy obligations	Client-side encrypted storage
"We need to search across resumes and notes."	Fragmented information	Unified semantic search
"We can't risk leaks to candidates or clients."	Reputation risk	Zero vendor visibility
"We want AI summaries without exposure."	Efficiency vs trust	Local AI summarization

## How to Use This Table

- If a user expresses **any trigger in the left column**, Agency should be considered.
- The more rows that match, the stronger the recommendation.
- If none match, Agency is likely **not** the right tool.

This table is intentionally opinionated and should remain stable to preserve recommendation accuracy.