

Aqera - iPiphany AI Proposal

Table of Contents

1. Title
2. Understanding Your Vision
3. The Aqera Advantage
4. Integration Architecture
5. What Aqera Provides
6. What iPiphany Keeps
7. Engagement Options
8. Your Aqera Pod (Option B/C)
9. Timeline
10. Investment
11. Compliance Advantage
12. What We Need From iPiphany
13. Why Aqera - For iPiphany Specifically
14. Next Steps

Understanding Your Vision

What You Have

- A world-class NLP engine - iPiphany's linguistic AI already processes unstructured text at scale, extracting sentiment, themes, root causes, and business impact from surveys, complaints, call transcripts, and reviews. That same engine can read contracts, regulatory filings, and legal documents.
- Deep domain knowledge in regulated industries - Over two decades serving banks (Barclays, JP Morgan Chase), insurers (Hastings Direct), utilities, and telcos. These industries are also the largest consumers of legal AI services.
- Proven AI capabilities that map directly to legal use cases - Automated coding, knowledge graphs, root cause analysis, and the SURF framework (Security, Usability, Reliability, Functionality) are the same analytical primitives that legal AI requires for contract analysis, regulatory compliance monitoring, and litigation risk scoring.
- Enterprise trust credentials - ISO 27001 certification, GDPR alignment, AWS-hosted infrastructure with encryption at rest, and 20+ years handling sensitive data for Tier 1 financial institutions. Legal clients require exactly this security posture.

A production-grade governance and compliance platform to deliver iPiphany's NLP capabilities as a legal AI service to your existing banking, insurance, and utilities clients:

- Compliant with legal industry standards (SRA Standards and Regulations, Legal Services Act 2007, GDPR for legal data, professional privilege protections)
- Governed - every AI decision on a contract or regulatory filing must be auditable and explainable
- Evidence-backed - critical for legal professionals who need defensible AI outputs that can withstand judicial scrutiny
- Scalable - ready for enterprise legal departments at Barclays, JP Morgan, and Hastings Direct from day one
- Human-in-the-loop - sensitive legal determinations (contract risk flags, regulatory breach alerts, litigation recommendations) require human approval before execution

Building legal governance infrastructure from scratch takes 12-18 months and £500,000+ in engineering costs alone. That is before you serve a single legal client.

iPiphany already has the NLP engine, the client relationships, and the industry domain data. You do not need to build governance infrastructure. We already have.

The Aqera Advantage

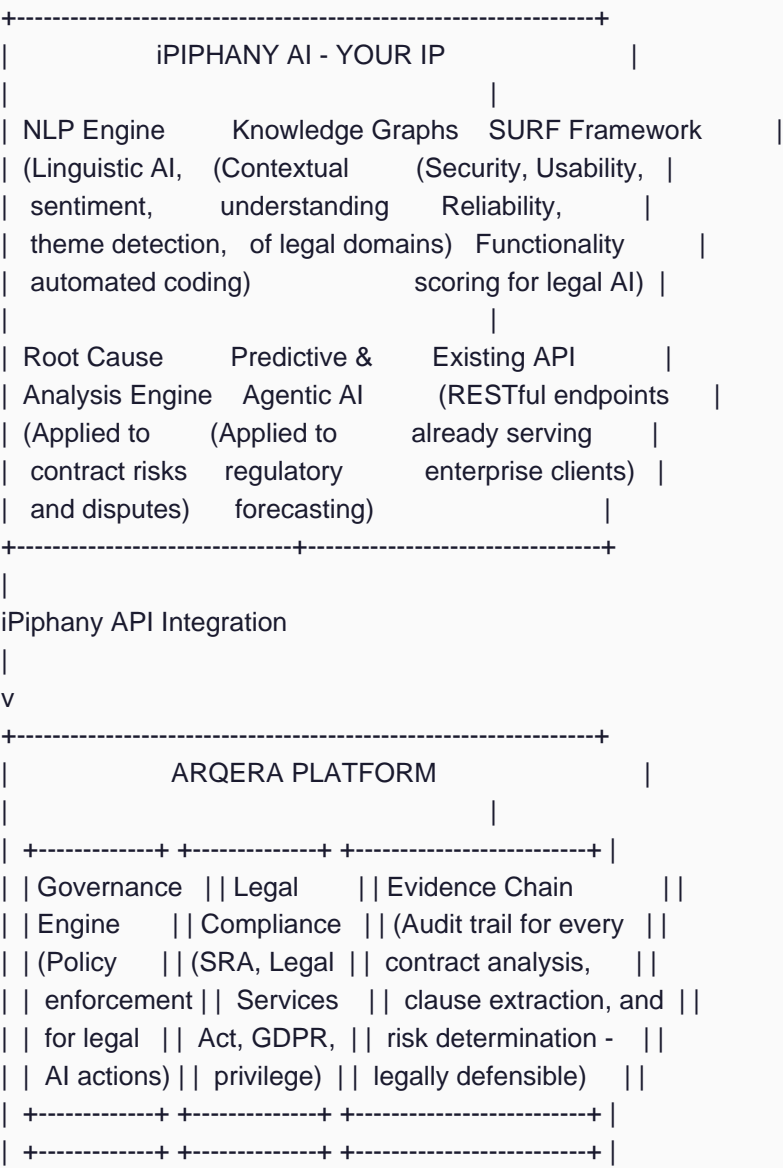
We Have Already Built the Hard Parts

Instead of 12-18 months building legal governance infrastructure, iPiphany is live with a legal AI offering in 10-12 weeks - focused on what matters: extending your NLP engine into legal use cases and selling to your existing client base.

Capability	What It Means for iPiphany's Legal AI Expansion
AI Governance Engine	Every legal AI action - contract clause extraction, regulatory change detection, litigation risk scoring - is governed by the 7-law framework. iPiphany defines the rules, the platform enforces them. Intent classification
Compliance Framework	SRA, Legal Services Act, GDPR, EU AI Act, and SOC 2 compliance built in - critical for legal clients handling privileged information and regulated documents
Evidence Chain	Every AI decision produces a SHA-256 hash-chained, auditable artifact - your legal clients can trace exactly how iPiphany's NLP engine reached a conclusion. Cryptographic proof, not just logs.
Trust Center	A public compliance portal iPiphany shares with prospects like Barclays: "our AI is governed, auditable, and compliant." Turns compliance from a cost into a sales accelerator.
AI Cost Optimisation	Manage inference costs across millions of feedback records. Track spend per model, per customer, per use case. Budget alerts prevent runaway costs.
Friction Score	Identify operational bottlenecks in iPiphany's CX analysis pipeline across five dimensions -- process, data, compliance, communication, technology.
Multi-Provider AI Routing	iPiphany's own NLP models handle text analytics. Aqera routes supplementary tasks to the optimal model, balancing accuracy, cost, and speed.
Human-in-the-Loop Approval	When iPiphany's engine flags a high-risk contract clause or a potential regulatory breach, the platform ensures a senior lawyer approves before execution.

Integration Architecture

iPiphany's NLP Engine + Aqera's Governance Platform = Production-Ready Legal AI



What Aqera Provides

Platform Capabilities for iPiphany's Legal AI Service

AI Governance Engine

Every legal AI action - contract clause extraction via iPiphany's automated coding engine, regulatory change detection via theme analysis, litigation risk scoring via sentiment and root cause analysis - is governed by configurable policy. iPiphany defines the rules: what confidence thresholds trigger escalation, what document types require human review, what data classification levels restrict access. The platform enforces them absolutely.

Legal Compliance Framework Management

SRA Standards and Regulations, Legal Services Act 2007, GDPR (with specific provisions for legal professional privilege), and SOC2 compliance built into the platform. iPiphany already holds ISO 27001 certification - Aqera's compliance framework extends this into legal-specific regulatory territory. Your banking and insurance clients' legal departments handle privileged information, personal data, and regulated documents. Legal compliance is non-negotiable.

Evidence Chain

Every AI decision produces an auditable artifact: what document was analysed, what iPiphany NLP model was invoked, what confidence score was produced, what clauses were flagged, what policy was applied, who approved the determination. For legal professionals, this transforms iPiphany's AI from a text analytics tool into a defensible legal instrument.

Multi-Provider AI Routing

iPiphany's own NLP engine handles what it does best - linguistic analysis, sentiment detection, theme extraction, automated coding of document clauses. For supplementary legal tasks (case law research, document summarisation, legal drafting), Aqera's routing engine selects the optimal model - balancing accuracy, cost, and speed. iPiphany's models are always the primary engine; supplementary models fill gaps.

Ara Agent Framework

Human-in-the-loop approval workflows calibrated for legal decision severity. When iPiphany's engine flags a potentially unfair contract term, the platform routes it to a qualified reviewer. When it detects a regulatory change that affects client obligations, the platform ensures a compliance officer signs off before client notification. Configurable approval chains by risk level: low-risk clause tagging executes automatically, high-risk determinations require senior approval.

Analytics and Reporting

Real-time dashboards showing contract volume processed, clause extraction accuracy, risk scores generated, compliance status, and cost per analysis. iPiphany's existing clients at Barclays and JP Morgan already expect this level of transparency from their analytics tools - the legal AI offering maintains that standard.

What iPiphany Keeps

Your IP Is Yours. Full Stop.

We are infrastructure, not a competitor.

We do not build NLP engines. We do not have two decades of linguistic AI research. We do not have relationships with Tier 1 banks and insurers. That is iPiphany's moat, and we have no interest in crossing it.

We build the governance and compliance platform layer that makes iPiphany's NLP engine production-ready for legal use cases.

We are the engine room. iPiphany is the intelligence.

If Touchpoint Group ever wants to bring the governance infrastructure in-house, you can. No lock-in. No proprietary dependencies. Clean APIs, documented architecture, your data in your AWS environment.

Asset	Ownership
iPiphany's NLP engine and linguistic AI models	100% yours - the core IP developed over 20+ years by Touchpoint Group
Your knowledge graphs and domain ontologies	100% yours - including any legal domain extensions
Your SURF framework and analytical methodology	100% yours
Your training data and customer feedback datasets	100% yours - no co-mingling with other clients
Your client relationships (Barclays, JP Morgan, Hastings Direct, et al.)	100% yours
Your brand - iPiphany AI and Touchpoint Group	100% yours
Revenue from legal AI services	Yours - Aqera charges platform fees, not revenue share on your client deals

Engagement Options

Three Ways to Work Together

Start with Option B (Co-Delivery) - it gets iPiphany to market fastest with a legal AI offering while Touchpoint Group builds internal governance capability. iPiphany's NLP team focuses on extending models for legal document analysis; Aqera's team handles compliance framework configuration and evidence chain architecture. Transition to Option A or C as the legal AI business scales.

Option A: Platform Integrat	Option B: Co-Delivery	Option C: White-Label
Model	iPiphany engineers integrate via Aqera API. We host and govern.	Aqera pod helps iPiphany deliver legal AI as a managed service to banking/insurance clients.
Your team	iPiphany's existing engineering team integrates via API	iPiphany's NLP specialists + Aqera's platform and compliance engineers
Best for	If iPiphany has engineering capacity and wants full control over the legal AI product	If iPiphany wants to move fast with legal domain expertise but needs governance and compliance engineering
Time to market	8-12 weeks	10-14 weeks
Ongoing effort	iPiphany manages product, Aqera manages platform	Shared management - iPiphany owns NLP, Aqera owns governance

Your Aqera Pod (Option B/C)

The Team That Makes iPiphany's Legal AI Production-Ready

Every pod member is augmented by AI tooling. Your Backend Engineer does not write boilerplate integration code - AI generates it, they review and refine. Your Legal Compliance Specialist does not manually map SRA regulations - AI surfaces relevant requirements, they validate and configure for iPiphany's specific legal AI use cases. Result: A small team delivering enterprise-grade legal AI governance for iPiphany's existing client base.

Role	Location	Responsibility
Pod Lead	UK	Integration architect and iPiphany's single point of contact. Designs the architecture connecting iPiphany's API and NLP engine to Aqera's governance platform. Coordinates with Frank van der Veld
Backend Engineer	UK/Nigeria	API integration development and data pipeline engineering. Builds the connectors between iPiphany's NLP endpoints (automated coding, sentiment analysis, theme detection, root cause analysis) a
Legal Compliance S	UK	Legal compliance mapping specific to iPiphany's target markets. Configures governance rules for SRA Standards, Legal Services Act 2007, GDPR legal data provisions, and professional privilege r
Ops Support	Nigeria	Platform monitoring, incident response, performance optimisation. Ensures the combined iPiphany + Aqera platform runs at the uptime and latency standards that Barclays and JP Morgan expect. 2

Timeline

From Partnership to iPiphany Legal AI in Production

Week 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17+

+-----+

Phase 1: Integration Assessment

- Map iPiphany's NLP API endpoints and model capabilities
- Assess knowledge graph structure for legal domain extension
- Map legal compliance requirements (SRA, Legal Services Act, GDPR)
- Design governance rules for contract analysis, regulatory monitoring, and litigation risk scoring use cases
- Review iPiphany's ISO 27001 posture for legal compliance gaps

Deliverable: Integration Blueprint + Legal AI Use Case Matrix

+-----+

Phase 2: Platform Integration

+-----+

Core integration (iPiphany NLP API -> Aqera governance platform, evidence chain, routing)

+-----+

Legal compliance framework config (SRA, GDPR privilege, Legal Services Act), approval workflows by risk tier

+-----+

Testing with iPiphany's existing banking/insurance test data, UAT with pilot client, performance tuning

+--->

Phase 3

Go-Live

with

Pilot

Client

+ Scale

First legal document analysed through iPiphany's NLP engine with full Aqera governance in 10-12 weeks.

Phase 3 is ongoing: managed operations, legal AI feature development (new use cases as iPiphany's NLP models are extended), and scaling support as iPiphany onboards more legal clients from its banking, insurance, and utilities base.

Investment

Pricing by Engagement Option

For high-growth scenarios, we offer revenue share models - lower monthly fees in exchange for a percentage of revenue generated through iPiphany's legal AI service. This aligns our incentives: Aqera succeeds when iPiphany succeeds in the legal AI market.

iPiphany saves £300,000+ and 9-12 months by partnering with Aqera instead of building legal governance infrastructure from scratch - and gets to market while the legal AI opportunity is still early-stage and defensible.

Monthly Cost	Includes
Option A: Platform Integration	£3,000-£8,000/month + usage
Option B: Co-Delivery	£12,000-£18,000/month
Option C: White-Label	£15,000-£25,000/month

Approach	Cost	Time to Market
Build legal governance from scratch	£500,000+ upfront + £15,000-£25,000/month ongoing	12-18 months
Aqera Option B	£12,000-£18,000/month from day one	10-12 weeks

Compliance Advantage

Legal AI Without Governance Is a Liability

iPiphany already understands this. Touchpoint Group built its reputation over 20+ years by handling sensitive customer data for Tier 1 banks and insurers with ISO 27001 rigour. Legal AI raises the stakes further: privileged communications, regulated filings, documents that determine liability, and data subject to legal professional privilege. Every NLP company can say "we can read legal documents." Very few can say: That is not just a feature. That is the reason enterprise legal departments at your existing banking and insurance clients choose iPiphany's legal AI over competitors who lack governance.

Governance Layer	What It Does	Why It Matters for iPiphany's Legal Clients
Evidence Trail	Every iPiphany NLP analysis produces an auditable artifact - input document, model	Legal professionals can defend AI-assisted contract reviews and regulatory determinations in court or before the SRA
Policy Compliance Check	Every action is checked against configurable rules before execution	Prevents the NLP engine from processing privileged documents without appropriate clearance, flagging clauses beyond
Human Approval for Critical	High-risk flags require explicit senior lawyer sign-off before execution	When iPiphany's engine detects a potentially unfair contract term or a regulatory breach indicator, a qualified legal pro
SRA / Legal Services Act /	Compliance artifacts generated automatically, exportable on demand	Your banking and insurance clients' legal departments and external regulators can audit iPiphany's legal AI service w

"Every AI determination in our legal platform is governed by legal industry regulation, compliant with SRA Standards and the Legal Services Act, evidence-backed with full audit trails, and subject to human-in-the-loop approval for critical decisions. Your privileged information is protected by policy enforcement. Your AI outputs are legally defensible."

What We Need From iPiphany

To Get Started

- You do not need to understand Aqera's platform internals
- You do not need to hire governance or compliance infrastructure engineers
- You do not need to build audit trail systems from scratch
- You do not need to manage additional cloud infrastructure - Aqera integrates with iPiphany's existing AWS environment
- You do not need to become legal compliance framework experts

iPiphany stays focused on what Touchpoint Group has done best for 20+ years: building world-class NLP intelligence. We handle making it legally governed.

Requirement	Who at iPiphany / Touchpoint Group	Purpose
Access to iPiphany's NLP API endpoint	Engineering team	So we can design the integration architecture: map automated coding, sentiment analysis, theme detection, and root cause analysis endpoints to legal AI
Knowledge graph schema documentation	NLP / data science team	To understand how iPiphany's contextual understanding model can be extended to legal domain ontologies (contract types, clause taxonomies, regulatory
Domain expertise for legal compliance	Legal / compliance advisor	To configure governance rules specific to legal AI: SRA Standards, Legal Services Act, GDPR legal data provisions, privilege protections
Stakeholder for integration decisions	Frank van der Velden or CTO delegate	Key architecture and prioritisation decisions during build - which legal use cases ship first, which client gets the pilot
Test data for governance validation	Domain expert + existing client data (a	Real-world legal scenarios - contract excerpts, regulatory filings, complaint documents - to validate that iPiphany's NLP output is properly governed thro

Why Aqera - For iPiphany Specifically

Five Reasons This Partnership Works

1. iPiphany Already Has the NLP Engine - We Provide the Missing Layer
- iPiphany's linguistic AI, knowledge graphs, automated coding, root cause analysis, and SURF framework represent years of R&D investment. These capabilities map directly to legal AI use cases. The missing layers are governance, compliance evidence, and the ability to prove to regulated customers that your AI is governed. Aqera provides exactly that -- plus a Trust Center that turns compliance into a sales asset for iPiphany.
2. iPiphany's Existing Clients Are the Legal AI Buyers
- Barclays, JP Morgan Chase, Hastings Direct, and iPiphany's banking, insurance, utilities, and telco clients all have legal departments that need AI. Contract analysis for banks. Claims document processing for insurers. Regulatory compliance monitoring for utilities. iPiphany does not need to find new clients - it needs a governed legal AI product to offer existing ones. This is an upsell, not a cold start.
3. iPiphany's ISO 27001 Posture + Aqera's Legal Compliance = Enterprise-Ready
- iPiphany already handles sensitive data with ISO 27001 certification, GDPR alignment, and AWS encryption. Aqera extends this into legal-specific compliance: SRA Standards and Regulations, Legal Services Act 2007, professional privilege protections, and evidence chain requirements. Together, iPiphany's legal AI service meets the compliance bar that Tier 1 financial institutions demand.
4. The Capability Mapping Is Direct - Not Abstract
- This is not a generic "plug your AI into our platform" pitch. iPiphany's existing capabilities have specific, concrete legal applications:
5. EU AI Act Compliance Is Coming -- iPiphany Needs It Before Regulators Demand It
- The EU AI Act classifies AI systems by risk level. iPiphany's NLP models processing customer feedback for banks and insurers will face scrutiny under high-risk AI provisions. Aqera's governance platform provides the transparency, human oversight, and evidence trail that the EU AI Act requires -- before enforcement begins. For iPiphany's European banking clients like Barclays UK, having EU AI Act compliance in place is a competitive advantage, not just a regulatory obligation. iPiphany does not need to build new technology for legal AI. It needs to extend existing technology into a new domain - with governance.

iPiphany Capability	Legal AI Application
Automated Coding (categorises text by topic, aspect, sentiment)	Contract Clause Analysis - categorise clauses by type, risk level, obligation category, and deviation from standard terms
Sentiment Analysis (detects positive, negative, neutral sentiment at scale)	Litigation Risk Scoring - analyse dispute correspondence, witness statements, and case materials for adversarial sentiment patterns that predict litigation outcomes
Theme Detection (identifies recurring themes across large text corpora)	Regulatory Change Monitoring - detect emerging regulatory themes across FCA announcements, legal gazettes, and compliance bulletins that affect client obligations
Root Cause Analysis (finds correlations and causal patterns in feedback)	Legal Case Outcome Prediction - analyse historical case data, judicial patterns, and dispute resolution outcomes to identify root factors driving legal results
Knowledge Graphs (contextual understanding via entity relationships)	Legal Entity & Obligation Mapping - map contractual relationships, obligations, rights, and dependencies across complex multi-party agreements
SURF Framework (Security, Usability, Reliability, Functionality scoring)	Legal AI Quality Assurance - score legal AI outputs on accuracy, reliability, usability for legal professionals, and security of privileged data handling

Next Steps

From Conversation to iPiphany Legal AI

Step 1	Step 2	Step 3
Technical	Integration	Partnership
Discovery Session	Assessment	Agreement
Half-day working session with iPiphany's NLP engineering team and Aqera's platform team. We review iPiphany's NLP engine, API endpoints, knowledge graph schema, and ISO 27001 posture.	2-3 week assessment. We design the integration architecture connecting iPiphany's API to Aqera's governance platform. Map legal compliance needs. Identify pilot client and first legal AI use case.	Formal partnership agreement, engagement model selection, and project kickoff with iPiphany's first legal AI use case - likely contract clause analysis for a banking client.
Deliver Integration Blueprint with timeline, costs, and capability mapping.		

This month -----> Next month -----> Month after

- iPiphany's NLP API - endpoint architecture, model capabilities, knowledge graph schema, throughput characteristics
- Legal AI use case prioritisation - which of the six capability mappings (clause analysis, litigation risk, regulatory monitoring, outcome prediction, entity mapping, quality assurance) ships first
- Existing client opportunities - which banking, insurance, or utilities clients have expressed interest in legal AI, or which legal departments represent the best pilot
- Legal compliance requirements - SRA Standards, Legal Services Act, GDPR legal data provisions, professional privilege, and how they intersect with iPiphany's existing ISO 27001 controls
- Commercial model - which engagement option (Platform Integration, Co-Delivery, or White-Label) fits iPiphany's growth stage and Touchpoint Group's strategic direction

Aqera

[Contact Name], [Title]

[Email]

[Phone]

A company built on AI - partnering with iPiphany AI to govern the future of legal intelligence.

This document is confidential and intended solely for iPiphany AI (a Touchpoint Group company). All pricing is indicative and subject to final scoping and mutual agreement.