

TGDC

The General Data Company

SELLER PACK · WORKFLOWS

Alongside archive records we license workflows. What is recorded is the screen while a task is actually being worked on. Which steps a process consists of, and how somebody decides when the intended route does not fit, is written down neither in a work instruction nor in the archive, and it cannot be obtained publicly.

HOW IT WORKS

From your agreement to the first anonymized samples, two to four weeks pass.

- 01 Choosing areas.** We determine together which workflows in your business are substantive and at the same time not critical to your intellectual property.
- 02 Defining the selection.** From these areas we settle on ten specific workflows and go through them in a joint session.
- 03 Producing samples.** For each defined workflow a recording is made, which is then anonymized at our end.
- 04 Presenting to buyers.** We present the anonymized samples to potential buyers and negotiate on your behalf.
- 05 Agreeing a price.** Where there is interest in a particular workflow, the price is discussed and a maximum is set per workflow.
- 06 Recording.** Your staff record the defined workflows while the work is going on. Setup, technology and support are handled by us.

HOW A RECORDING IS MADE

TGDC Capture is an application for macOS and Windows. It records exclusively within a case named beforehand. Outside that, no recording takes place. What is captured are single frames of the screen and what was clicked, never the keystrokes themselves. The recording remains on the machine until the member of staff has released it. We anonymize it afterwards.

WHICH WORK QUALIFIES

REGULARLY SUITABLE

A complaint from incoming inspection to credit note
Quoting a one-off case from a drawing or specification
Scheduling around a shortage across several locations
Customs classification and proof of origin for a foreign delivery
Incoming goods inspection and deviation report
Answering a technical enquiry from a customer
Routine order entry and standard purchasing

CASE BY CASE

Work that never leaves a single screen
Steps set out in full in a work instruction
Work on drawings or CAD data
Pricing and terms

The more specific a workflow, the more valuable it is. What is acceptable to you with a view to your intellectual property is something we are glad to settle together.

REVENUE

You share in every license granted. No second pass arises and nothing changes in the way you work. There is therefore no additional effort to set against the proceeds, and what comes in raises your operating profit in full. Nor does it stop at a single sale: the same workflow can be licensed to further buyers over the years without any renewed work on your side. Neither your company nor the people involved are named.

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