

30 / 60 / 90 Recovery Plan

A leadership-aligned sequence of governed data foundation, risk cockpit, decision traces, and operating cadence.

Prepared for customer leadership discussion

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Source systems → governed operational data layer → PulseIQ operational ontology → risk rules → decision trace → leadership action

CONFIDENTIAL DEMONSTRATION

PulseIQ uses read-only approved extracts and metadata. It does not access proprietary algorithms, native CAD files, or write back to source systems without explicit customer approval. The transaction system remains the system of record. Fabric-first, Databricks-ready, platform-neutral.

Recovery objective

Protect near-term revenue while establishing a governed operational data layer across ERP, CRM, SharePoint, Engineering documents. ERP remains the system of record. All data is read-only approved extracts.

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VALUE AT RISK INR 32.1 Cr Current modelled exposure	IMMEDIATE RECOVERY INR 5.7 Cr Priority intervention	RECOVERY CONFIDENCE 81% Human-approved intervention
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First 30 days — Data foundation

Business outcome: Source-mapped, governed data layer operational with approved extracts and ontology

- Map source systems to the governed operational data layer: ERP, CRM, SharePoint, Engineering documents.
- Establish read-only approved extracts and metadata for the top 20 order commitments.
- Configure risk rules and operational ontology for revenue, margin, LD, and shipment exposure.
- Verify one accountable forecast date per order with source system owner.

Days 31–60 — Order-line risk cockpit

Business outcome: Order-line risk cockpit live with owner-mapped decision traces; governed cadence established

- Link BOM, MRP, procurement, production, and shipment signals per order line.
- Map accountable owners to each decision trace (engineering, materials, production, logistics).
- Build decision traces for the top 10 order-line risks with confidence scores and evidence basis.
- Launch weekly recovery reviews backed by decision traces and human approval gates.

Days 61–90 — Operating cadence

Business outcome: Repeatable governed operating intelligence cadence ready for controlled expansion

- Extend the model to portfolio heat map, capacity view, and what-if recovery scenarios.
- Institutionalise the executive cockpit, morning brief, and monthly board operating-intelligence rhythm.
- Automate approved data refreshes from source systems via read-only extracts.
- Prepare roadmap for next plant or business unit using measured value recovered.

Leadership scorecard

Measure	Baseline	90-day target	Owner
Revenue at risk	INR 32.1 Cr	Reduce by 35%	Managing Director
Proposal approval aging	7.2 days	Below 4 days	Sales Director
Forecast accuracy	78%	Above 90%	Commercial Director
Engineering drawing queue	8 pending	Below 3 pending	Engineering Head
Recovery review	Ad hoc	Weekly governed cadence	PMO Lead

Decision governance

- Every risk must state financial impact, root cause, source system, confidence score, and decision trace.
- Every decision trace includes the what, why, who approved, what evidence was used, and what action was taken.
- Every consequential action remains subject to accountable human approval before execution.
- PulseIQ operates on read-only approved extracts. No write-back without explicit customer approval.

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