

Pilot proposal · public reconstruction

## Who is worth approaching.

For a cross-border service, the details matter: who employs the person, where the work happens and what needs to change.



## Four questions before an offer.

A fictional candidate in a reconstructed working framework. Original companies, contacts and hiring data are not used.

### Workplace

Where is the work done?

### Responsible entity

Who is the employer?

### Need & timing

What needs resolving, and when?

### Offer fit

Would this service help?

|                                                 |                                            |                                                        |
|-------------------------------------------------|--------------------------------------------|--------------------------------------------------------|
| Fictional candidate                             |                                            |                                                        |
| Public signal                                   | Missing                                    | Decision                                               |
| The model company is hiring in another country. | The employer, actual workplace and timing. | Complete qualification before making a specific offer. |

## Does this company have a problem your offer can solve?

In preparing a pilot, the team defined signals and questions to test the need. One fictional company shows how the approach works.

## Build the offer around a verified need.



Cross-border hiring shows where to start looking. A conversation must then clarify the employer, workplace, timing and need for help. Unanswered questions stay open for further checks.

Decision for this example

**The model company remains unqualified. Establish the employer, workplace and timing; hiring alone does not confirm a need for the service.**

### Fit

Define the type of company and working arrangement your service can help.

### Verification

Separate public evidence from questions for the person making the decision.

### Pilot

Propose a bounded scope, a concrete output and conditions for continuing.

#### Origin of this sample

A public reconstruction of the team's earlier pilot proposal. Private source material and commercial terms are excluded.

#### Limits of the conclusion

A preparatory proposal with no established customer introductions or confirmed demand. Not employment advice.

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