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Commercial Acceptance

Validate pricing, assumptions, risk, margin, and terms before acceptance.

Commercial Acceptance is the control point where the organization decides whether the deal economics, scope, assumptions, and delivery terms are acceptable before work is committed to the client and transferred downstream.

WHAT IT MEANS

Pricing and terms are validated against the actual delivery model, effort assumptions, staffing reality, risk profile, exception requests, and expected margin rather than treated as a sales-only exercise.

WHY IT MATTERS

Margin is usually lost before delivery begins. Commercial acceptance protects the business by forcing economic clarity before the organization agrees to execute.

COMMON BREAKDOWNS

- Similar work receives inconsistent pricing and assumptions.
- Delivery risk is converted into margin pressure after the deal closes.
- Discounts, terms, and scope changes are approved without operational visibility.
- Pricing does not reflect the work required to deliver the promise.

WHAT LIFECYCLE OS CONTROLS

- Commercial gate before client commitment.
- Assumption validation tied to delivery patterns.
- Exception tracking for discount, scope, or margin risk.
- Authority model for pricing and acceptance decisions.

EXECUTIVE QUESTIONS

- Does the price reflect delivery reality?

- Who can approve margin or scope exceptions?

- Can we see accepted risk before the deal closes?

OPERATING SIGNAL

A deal is not commercially accepted because it has a price. It is accepted when the organization understands what it has agreed to deliver, at what risk, and under what economic conditions.

PROTECT MARGIN UPSTREAM

Use commercial acceptance to prevent avoidable risk from becoming a delivery and profitability problem.

NEXT STEP

Use this brief to identify where the lifecycle needs stronger control, clearer authority, or better learning.