

PRODUCT WORKFLOW STUDY

From signed coffee contract to placed equipment and forecast WAM return

An equipment-placement workflow showing how Corexa can reserve a signed package asset, deploy it to the customer, preserve contract dates and forecast when the equipment becomes available again.

Evidence level stated clearly throughout

Signed

Commercial trigger

Reserved

Before deployment

Placed

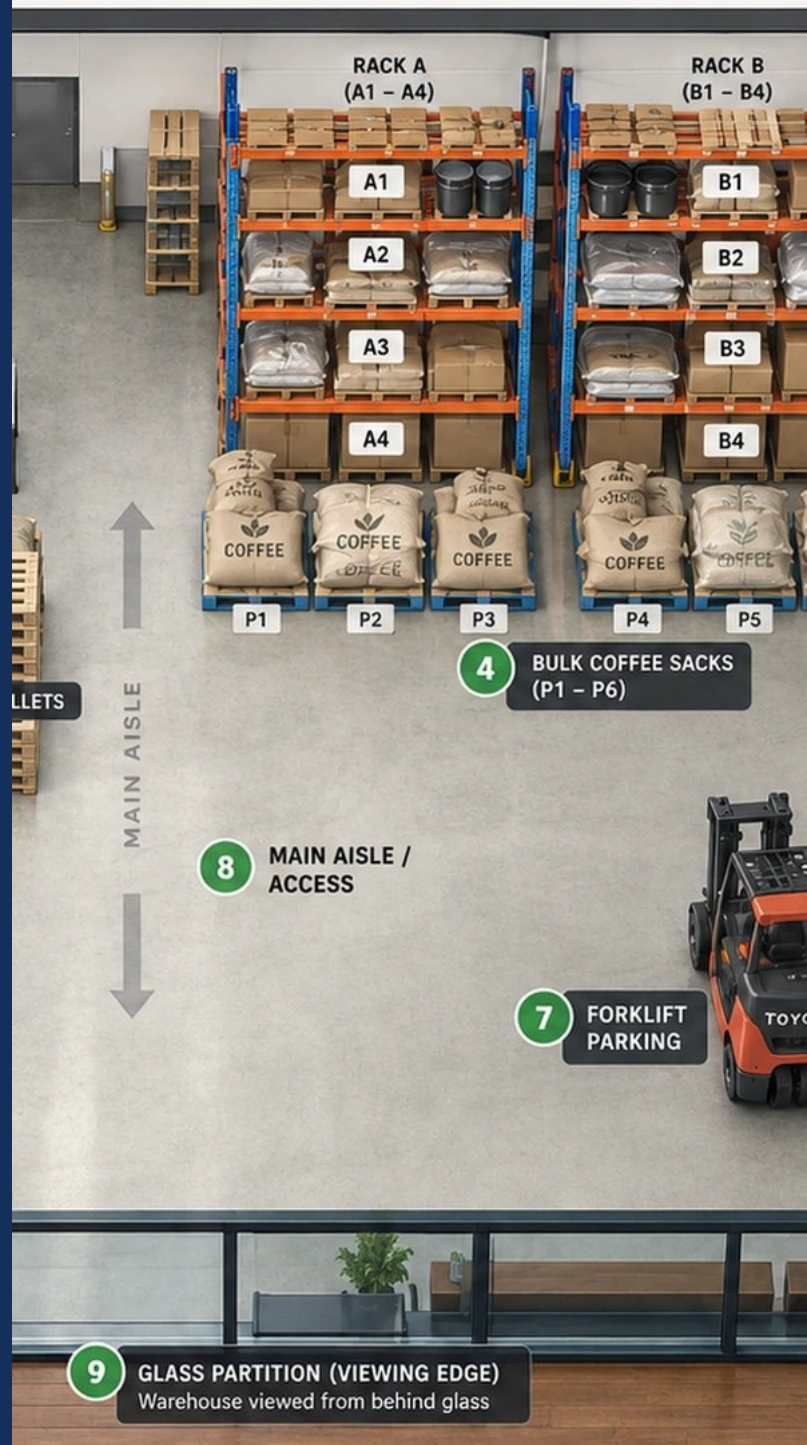
Customer/site link

Expected return

WAM forecast

WAREHOUSE & ROASTERY MAP

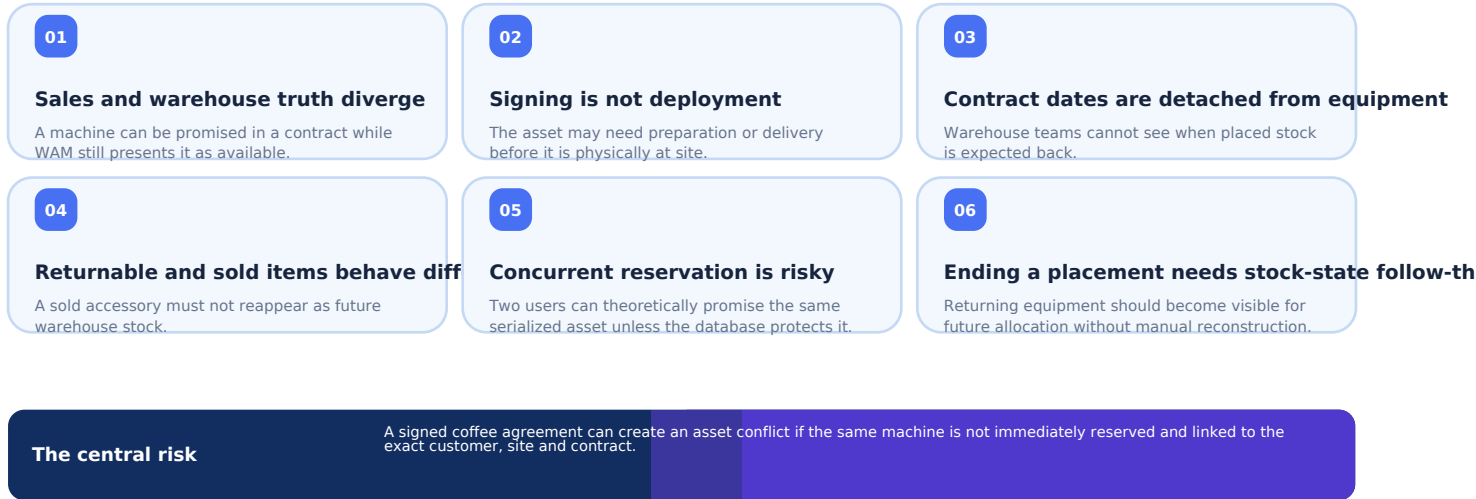
ROAST • PACKAGE • STORE • DELIVER



THE CHALLENGE

Why the existing process breaks down

The workflow becomes unreliable when evidence, ownership and next actions are separated across documents, messages, spreadsheets or individual memory.



THE OPERATING MODEL

A connected workflow around the equipment record

Corexa keeps identity, evidence, operational state and the next decision connected so one workflow can carry context into the next.

1

Accept signed package

Use the customer-approved package as the commercial trigger.

2

Create planned placement

Link package item, agreement, account/site and serialized asset.

3

Reserve in WAM

Prevent the asset being offered to another customer.

4

Activate on deployment

Change placement and warehouse state when the machine is actually installed.

5

Return or release

At placement end, move returnable equipment back toward available stock and preserve history.

COREXA CAPABILITY	OPERATIONAL CHANGE	WHY IT MATTERS
Package-to-placement conversion	Accepted returnable lines create planned placements.	Operations receives a structured handoff instead of a sales note.
Reserved-before-deployed state	Signing reserves the asset without pretending it is already at site.	WAM reflects contractual commitment and physical reality separately.
Contract-linked availability	Expected available date derives from the contract end for returnable items.	Future warehouse capacity becomes visible.
Placed-equipment indicators	On Loan / Placed Equipment appears across relevant account/site/WAM views.	Commercial ownership context follows the asset.
Conflict prevention	API checks and database guard prevent simultaneous live placements for one serialized asset.	The same machine cannot be promised twice through a race condition.
Lifecycle sync	Active/cancelled/returned placement states update WAM asset state.	Warehouse truth follows the operational lifecycle.

CREDIBILITY STANDARD

What is supported - and what is not yet claimed

The evidence boundary is explicit: product capability, live repository/production evidence and future outcome hypotheses are not treated as the same thing.

✓ Production conversion trigger

Accepted package -> placement conversion is deployed in the production schema.

✓ Database conflict guard

A serialized asset cannot have two concurrent planned/active placements.

✓ Future availability

Returnable assets carry contract end and expected return dates.

✓ Outcome measurement required

Utilisation and redeployment gains need enough contract history to measure.

Not yet claimed: This study does not claim that contract-end date guarantees physical return on that day. Expected availability is a planning signal and still depends on collection, condition, extension and commercial decisions.

Measurement plan for the publishable version

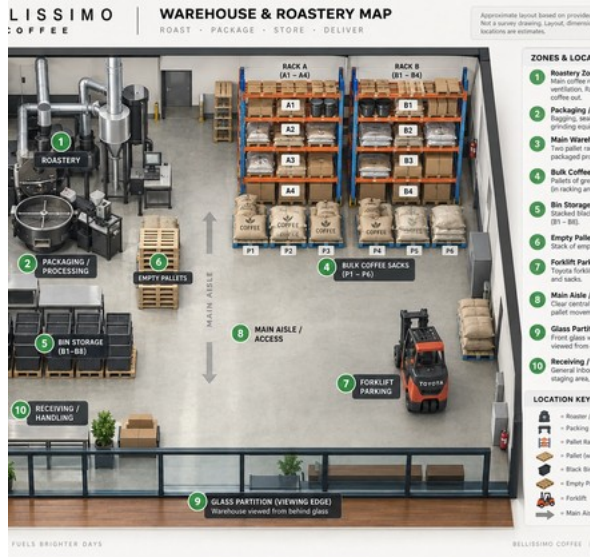
MEASURE	EVIDENCE SOURCE	CREDIBLE REPORTING
Reservation conflicts prevented	Placement guard events	Attempts to allocate an already planned/active serialized asset.
Signed-to-planned time	Package acceptance + placement timestamps	Time from customer acceptance to operational reservation.
Planned-to-deployed time	Placement lifecycle	Days between signed reservation and actual site deployment.
Return forecast accuracy	Expected vs actual return dates	Variance between contract-based forecast and physical return.
Redeployment lead time	Returned-to-next-placement timestamps	Time from return to next productive placement.
Orphan placement rate	Placement/account/site/package linkage	Placements missing required commercial or asset lineage.

"The moment equipment is commercially committed, warehouse availability should change - without pretending the equipment has physically moved yet."

MAKE THE STORY TANGIBLE

Show the equipment state changing with the real commercial lifecycle

Use the live Corexa interface for publication, keep representative/demo content labelled, and show the exact state transition the workflow is meant to prove.



Connected workflow

Representative view

1. Customer signs package



2. Asset becomes Reserved / Planned



3. Deployment -> Placed



4. Contract end -> Expected return / Returned



Recommended evidence-building sequence

Phase 1 - Live portfolio review

Phase 2 - New-package enforcement

Phase 3 - Capacity proof

Build the publishable proof layer

Replace representative views with dated interface screenshots, system-derived measures and participant-approved results.

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Publication note: capability descriptions are repository/production evidence. Confirm deployed workflow, permissions and data quality before presenting capability as a measured customer outcome.