ARTIFACT 5

90-day mandate

Five decisions. Three workstreams. Dates on the sponsor calendar. If it is not on this page, it is not in the quarter.

Sponsor	*[name] — public owner of the charter*
Referee reports to	*CRO / CEO / COO [circle one] Referee: [name]*
Shared revenue goal	*[one sentence all three functions ladder to]*
Who does the work	*[named human, even if interim/fractional] Hours/week: [ ]*

Three workstreams only

WS	Default scope	Done when
1. Dictionary	Freeze Artifact 3. Reconcile Marketing / Sales / Finance numbers.	Page signed by referee + Finance.
2. One seam	Run Artifact 4 for 30 days. No second seam until this holds.	SLA metric hit or honestly missed, with a fix.
3. One truth	Weekly inspection in the system of record. One exec view. Purchase freeze.	No sidecar spreadsheet. Freeze still in force.

Clock

Days 1–30 diagnose Days 31–60 stabilize Days 61–90 institutionalize

Day 30 review [date] Day 60 review [date] Day 90 keep / kill / hire [date]

Stop doing

1. [e.g. competing departmental dashboards]
2. [e.g. MQL targets disconnected from revenue]
3. [e.g. tool purchases without referee + sponsor]

Sponsor signature

Name _____ Date _____ This mandate attaches to the charter.