

# The Partner Path: From First Contact to Genuine Alignment

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**Audience:** Researchers, engineers, organizations, and institutions considering a partnership with Phyllux

**Status:** Living partner engagement document — public

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## Dear potential partner,

Most technology companies have a sales process they call a partner path.

The path usually goes like this: you fill out a form, a salesperson calls you, you are assessed for budget, you are moved through a pipeline, you receive a proposal, you receive a follow-up, you are brought into negotiations, and eventually either a contract is signed or you are deprioritized for a better-qualified lead.

The partner is a revenue target. The path is a conversion funnel. The language about "alignment" and "shared values" is a sales tool, meaning it is present in every conversation regardless of whether alignment and shared values are actually present.

This is not what Phyllux is doing.

Phyllux is a company at an early stage of development with technology that is genuinely early-stage and genuinely real, and with a set of technology principles — phyllotactic geometry as engineering foundation — that are novel in their application and specific in their claims. We need partners who understand what we are doing technically, who have use cases where our approach could genuinely add value, and who will engage with us seriously over a time horizon longer than a single product cycle.

We do not need a hundred partners. We need the right ones.

The right partner for Phyllux is not defined by budget, though resources matter for what we can do together. It is defined by alignment: on the technical problem, on the approach to solving it, and on the values that govern how we do business, how we handle intellectual property, and what we consider success.

This document describes how we find those partners and what the relationship looks like when we find them.

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## What We Are Looking For



We are looking for partners in four areas, corresponding to our four technology pillars:

**WAVE partners** are organizations working on next-generation antenna and array systems — in terrestrial communications, satellite systems, radar, or adjacent areas — where the specific limitations of conventional periodic array design are a recognized constraint and where a team with serious interest in exploring phyllotactic alternatives has both the technical capacity to evaluate our approach and the organizational standing to act on a positive evaluation.

**MESH partners** are research institutions, biomedical engineering organizations, or medical device companies working on neural interface development where electrode coverage, surface conformability, and long-term stability are active challenges. We are looking for partners with IRB-capable environments, established neuroscience or biomedical expertise, and a genuine research orientation toward what improvement looks like rather than an orientation toward defending existing approaches.

**VAULT partners** are organizations with post-quantum cryptographic concerns — financial institutions, government agencies, critical infrastructure operators, defense contractors — that are in the process of evaluating their cryptographic posture and are interested in exploring phyllotactic-sequence-based components as part of a broader post-quantum architecture. We are not offering a complete cryptographic solution; we are offering specific components and the collaboration to understand how they fit.

**CORE partners** are systems architects, systems integrators, and platform developers who are building multi-technology architectures where integration overhead and scaling coherence are significant concerns, and who are interested in evaluating whether a shared geometric language across technology components reduces these costs in practice.

In all cases, we are looking for partners who:

- Have a specific, concrete problem in one of these domains
- Have the technical sophistication to evaluate our approach critically
- Have the organizational capacity to pursue a real engagement over a real timeframe
- Are willing to engage with us openly about what they need and what they can offer
- Operate with the kind of ethical commitments that make a long-term relationship sustainable

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## The Path

### *Stage 1: Intake — Establishing the Situation*



The intake stage is a conversation.

You arrive with a use case: a specific problem in a specific technical domain, with a specific set of constraints (timeline, resources, regulatory context, institutional requirements), and a specific question about whether Phyllux's approach could help.

We listen.

Not to qualify you as a lead. Not to fit you into a predetermined engagement model. To understand the actual situation. What is the problem you are trying to solve? What approaches have you tried? What has not worked and why? What would success look like — specifically, measurably, realistically?

This conversation is not a pitch from our side. It is an assessment of fit — honest on both sides. If your problem does not align with what Phyllux is working on, we say so. If your timeline requires something we cannot deliver in that timeframe, we say so. If there is a mismatch between what you need and what we have, the right answer is to say so clearly rather than to create an engagement that will disappoint you and waste your time.

If there is genuine fit — a specific problem where our approach is relevant, a timeline where real engagement is possible, a set of requirements where we can add value — then we move to evaluation.

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## *Stage 2: Evaluation — Technical Depth*

The evaluation stage is substantive work.

On our side, we prepare evaluation materials specific to your use case: the relevant mathematical foundations, the simulation results and experimental evidence that are applicable to your problem, an honest assessment of where our technology is in its development and what the gap is between current state and the capability you need, and a specific proposal for what an engagement would look like — what we would each contribute, what the intermediate milestones would be, what success would look like.

On your side, we are asking for the technical engagement that lets you assess these materials honestly: the involvement of the engineers and researchers who will be working with the technology if an engagement proceeds, a clear articulation of your requirements and constraints, and the organizational commitment to make a decision based on the technical assessment rather than on sales dynamics.

We share evaluation materials that are more detailed than what is on the public website. Some of these materials are under NDA. The NDA is narrowly scoped — we are not asking you to sign away your right to work on related problems, only to not disclose specific technical details that we have not publicly disclosed.

The outcome of the evaluation stage is a mutual decision: does this engagement make sense for both parties? If yes, we move to tiering. If no, we document what we learned and remain open to a future conversation when the situation changes.



### *Stage 3: Tiering — Structuring the Relationship*

Not all partnerships are the same.

Phyllux has a tiered partnership structure that reflects different levels of engagement, different contributions from each side, and different kinds of value exchange:

**Pioneer Tier** is for research partners — academic institutions, national laboratories, and similar organizations — who are engaged in fundamental research that advances the mathematical and engineering foundations of phyllotactic technology. Pioneer partnerships are built around research collaboration: joint access to our technical work in exchange for contributing research capacity, publishing results that advance the field, and maintaining the kind of long-term engagement that builds cumulative understanding rather than one-off transactions.

Pioneer partnerships often involve limited or no financial transaction. The value exchange is research capacity and intellectual contribution. Pioneer partners are typically the first to have access to new developments because they are part of the process of developing them.

**Mission-Aligned Tier** is for organizations whose work in the application domains — communications, neural interfaces, security, systems integration — is explicitly oriented toward social benefit and whose partnership with Phyllux serves that mission rather than (or in addition to) commercial objectives. This includes medical research organizations working on treatments for neurological conditions, nonprofit telecommunications organizations serving underserved populations, and similar.

Mission-aligned partnerships are structured to maximize the benefit achievable within the resources available. Licensing terms recognize the mission character of the engagement and are designed to support rather than constrain the mission work.

**Commercial Tier** is for organizations that are using Phyllux technology as a component of commercial products or services. Commercial partnerships are structured around formal licensing, with terms that reflect the commercial value being created and that include appropriate provisions for the maintenance, support, and evolution of the technology over the commercial lifecycle.

**Academic Tier** is for educational institutions, individual researchers, and organizations with academic orientation that are working with Phyllux concepts primarily for educational or basic research purposes. Academic tier partnerships provide access to our technical documentation and in many cases to our teams, in exchange for participation in the research community — presentations, publications, and contributions to the collective understanding of phyllotactic engineering.

The tiering is not rigid. Some engagements do not fit cleanly into a single tier, and we work with partners to structure relationships that reflect the actual character of what they are doing rather than forcing them into a category.



## Stage 4: Agreement — Making It Real



The agreement stage is where the relationship is formally established.

This means legal documentation — licensing agreements, collaboration agreements, or research partnership agreements, depending on the tier and the specific engagement. Our agreements are written to be readable and to say clearly what they mean. We do not use language designed to create obligations that are not visible on first reading.

Key elements of every Phyllux partnership agreement:

**Scope.** The specific technology, application domain, and use case are clearly defined. The agreement covers that scope and does not silently expand to cover things that were not discussed.

**Intellectual property.** What Phyllux brings to the partnership is ours. What the partner brings is theirs. What is developed jointly has clearly defined ownership and licensing terms. The IP provisions are negotiated openly and documented specifically, not left vague.

**Public record.** Where joint work produces publications, patents, or other public artifacts, the attribution and disclosure practices are agreed in advance. We are committed to maintaining the integrity of the public record described in the Proof Registry, and our agreements reflect this.

**Timeline and milestones.** Real engagements have timelines and milestones. The agreement includes these, with agreed criteria for what constitutes completion and agreed procedures for addressing slippage.

**Exit provisions.** Partnerships sometimes need to end before their planned term. The agreement includes reasonable, fair exit provisions that allow either party to exit without creating an adversarial situation.

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## Stage 5: Build — The Work Becomes Real

The build stage is where the engagement produces something.

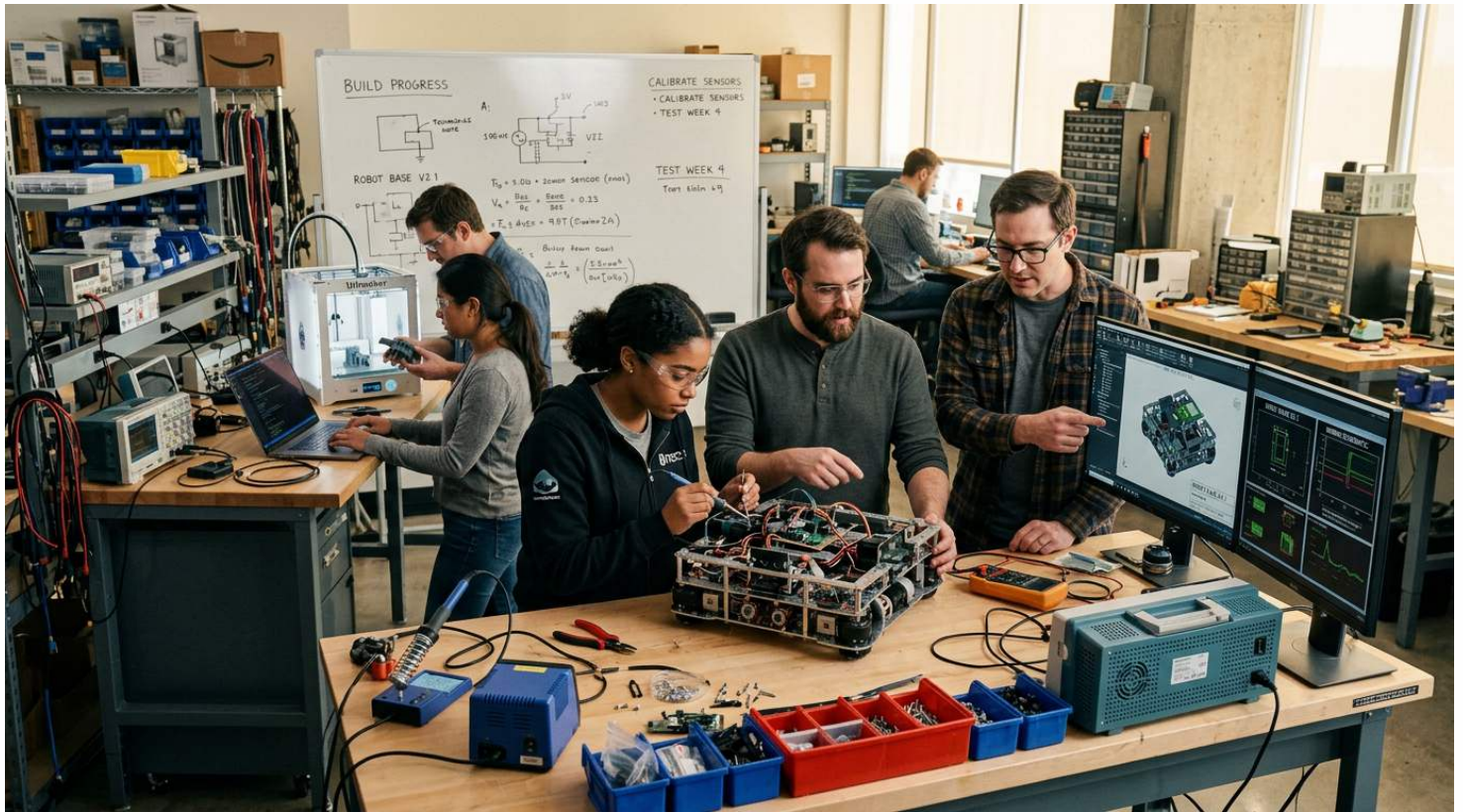
For research partnerships, this is collaborative investigation — joint experimental design, data collection and analysis, and the development of new understanding that neither party could have produced alone.

For product partnerships, this is the integration of Phyllux technology components into the partner's development process — with our technical support, with access to our simulation tools and evaluation frameworks, and with the kind of ongoing communication that real collaboration requires.

The build stage is where we find out what the partner engagement actually is.

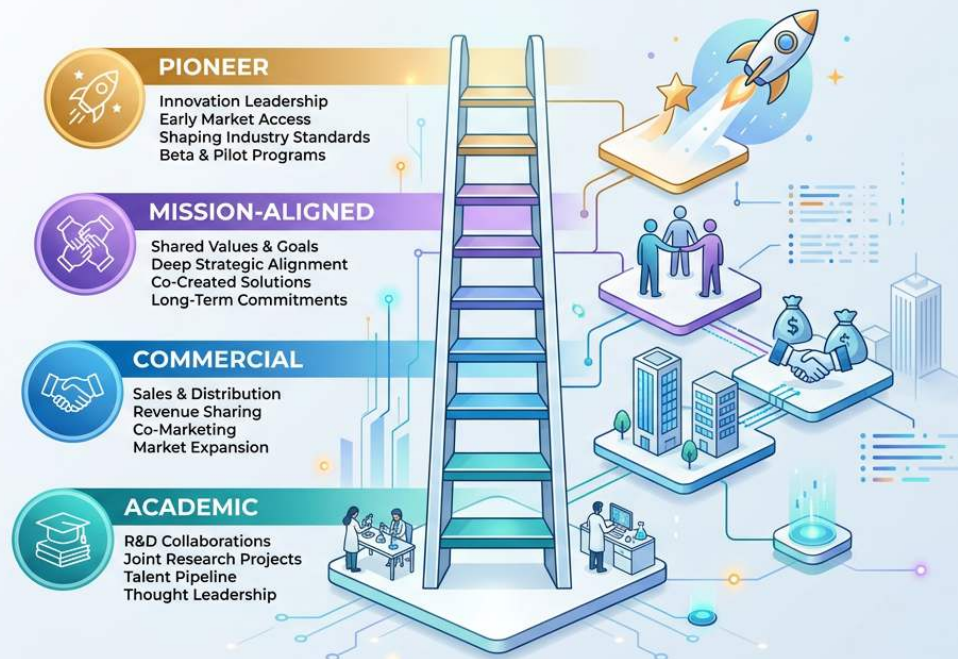
Good partnerships in the build stage feel like what they are: two organizations with different capabilities and perspectives working on a genuinely hard problem and finding, together, what neither could find alone. The work is harder than it looked in the evaluation stage. The solutions are different from what either party initially envisioned. The relationship deepens because trust is built through working through hard things together, not through smooth agreement in easy conversations.

We are honest with our partners about this. We do not oversell the ease of the build stage. The technology is real, the problems are hard, and the best engagements are the ones where both parties are honest about what they don't know and committed to figuring it out.



# What Makes This Different

## THE PHYLLUX PARTNER LADDER DIFFERENT LEVELS OF PARTNERSHIP ALIGNMENT



The standard technology company partner path is designed to maximize the number of partnerships and the average revenue per partner. Ours is designed to maximize the depth and the mutual value of each partnership.

This means we will have fewer partners, and we think that is correct. A partnership with Phyllux that is not genuinely aligned — technically and ethically — is a bad partnership for both parties. It creates obligations that can't be fulfilled, disappointment that damages the relationship, and precedents that make future good partnerships harder.

We would rather have five partners with whom we are deeply aligned and with whom we produce genuinely significant work than fifty partners with whom the engagement is superficial and the outcomes are modest.

This is not false modesty. It is a genuine strategic conviction, rooted in what we are actually building. The work we are doing requires real collaboration, real technical engagement, and real commitment over real time. These are not conditions that scale to large numbers of shallow relationships.

If you are looking for a vendor with a product you can deploy next quarter, Phyllux is not the right partner at this stage of our development. We are honest about this.

If you are looking for a genuine technical collaboration on hard problems in communications, neural interfaces, cryptographic security, or systems integration, with a team that has done serious foundational work and is committed to rigorous, honest, ethically grounded development — we are the right partner.

The path from here to there is the one described above. It begins with a conversation. It continues with substance. It becomes real through work.

We are ready when you are.

**With serious intentions and genuine openness,**

**David E. Sproule**

Founder, Phyllux