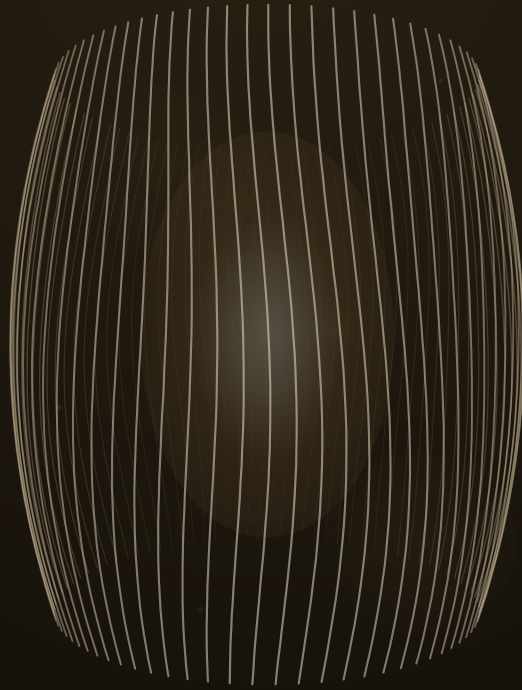


UNDERSTANDING WEAVE



A day with *Weave*.

What it is actually good for, told not as a list of features but as the small, ordinary moments it quietly changes.

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The difference shows up in small moments.

Weave is easiest to understand not as a feature but as a set of moments it quietly changes: the near-miss it helps you catch, the knowledge it keeps when a person leaves, the question it answers that used to have no answer at all. Here are a few, of the kind that happen in every company, most weeks, usually without anyone noticing the cost.

The week after *Joe* leaves.

Joe always handled the quarter-end reconciliation, and nobody wrote down how. Rachel was the only one who truly understood the billing system, exceptions and all. When people like them move on, what they knew has always left with them, and the team rediscovers it the hard way. Weave has already read what Joe and Rachel left behind, their documents, their threads, the reasons behind the workarounds, so it is all still there to be asked the morning after they are gone.

The renewal that almost went out *wrong*.

A discount was agreed with a client in a Slack thread in the spring. Months later a margin floor was set in a review the person drafting the renewal never saw. Before it went out, they asked Weave to check it; holding both the spring discount and the later floor, Weave flagged that the discount sat below it, turning a quiet and expensive mistake into a two-minute conversation.

The decision nobody could *explain*.

Someone asks why the company chose the vendor it did two years ago. The people who made the call have moved on, and the reasoning lived in their heads and a few scattered messages. Weave finds the thread where it was decided, lays out what was weighed and why, and hands it back, so an old choice can be understood rather than nervously second-guessed.

Two teams, the same *wheel*.

One team is about to spend three weeks building a way to clean up a messy data feed. Another team, two floors away, solved the same problem last quarter and would gladly have shared it. No one knew to connect them. Before the second team starts, someone asks Weave whether this has been tackled before; because it reasons across the whole organization's record at once, it finds the earlier work and connects them, before the work, and the cost, happen twice.

The thing you didn't know to *ask*.

You are preparing for a client call and ask Weave for the latest. It gives you the update, then adds something you had not asked for: a commitment your team made to this client six weeks ago that is now quietly overdue. You did not ask for it, but because you came to Weave at all, it surfaced before it became the thing you wished someone had flagged.

None of these are dramatic. That is the point. Weave earns its place in the ordinary moments where knowledge is usually lost, a hundred times a week.

Any one of these is a small thing. Together, across a whole organization and a whole year, they are the difference between a company that keeps paying for the same mistakes and forgetting the same lessons, and one where the knowledge simply stays, and the question always has an answer.