

Working with us

We are paid to design a node and train the people who run it, and then to get out of the way. This page is the practical side of that. The reasoning behind any of it is in the paper.

What we can be hired to do

The radios and the people who put them on roofs have to be paid for, so it is worth being straightforward about where that money comes from, and about what we are and are not handing over.

We do not sell hardware. The gateways, the radios and the computer are ordinary kit that the locality or whoever is funding it orders directly, and they own it outright from the moment it arrives. What we are paid for is knowing which kit to order, setting it up, designing the rules the node runs on, and staying on the ground until the node manager no longer needs us for anything.

WHAT WE ARE PAID FOR, WITH A TEAM ON THE GROUND

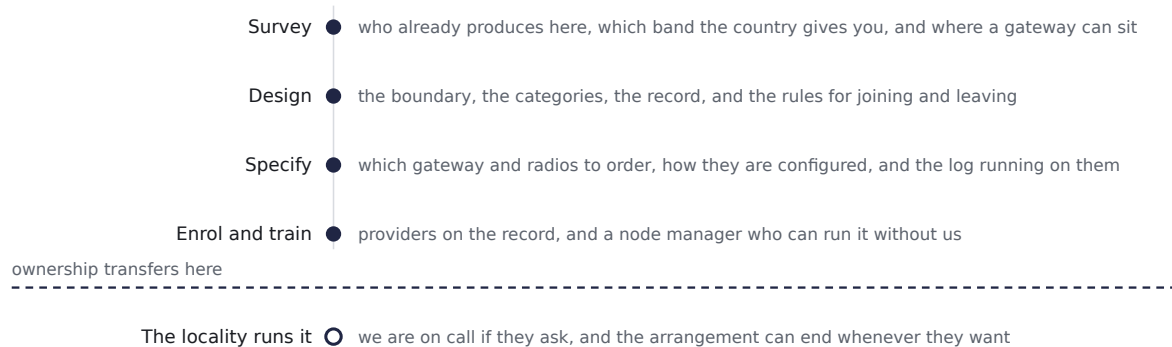


Figure 1: The shape of the work is deliberately front loaded. Everything above the line is something a locality cannot easily do for itself the first time, and everything below it is something it should never need us for again.

Who pays for that varies, and the case worth describing first is a payment company, because it settles something left open earlier. We have no wish to be the ones settling anybody's payments, and a licensed company already does that for a living. What a company like that lacks, when it wants to put rails into a place, is any reliable idea of who genuinely produces there and any locality that is already organised enough to work with. That is what the record is. They keep the licence and the money, the providers keep their independence, and we stay out of the money entirely.

Who we work with	What they bring	What the record gives them
A payments company	the licence, the rails, settlement	providers who verifiably exist, in a locality already organised
A government or municipality	funding, standing, access	real production figures in place of pitch decks, and a place that keeps working through a crisis
A development organisation	grant and programme money	delivery they can verify without sending an inspector

Who we work with	What they bring	What the record gives them
A cooperative or trade association	members and local standing	a record their own members hold, with no cut taken out of it

Some things stay off the table, because selling them would undo the argument: a percentage of what gets traded, the providers' data at any price, exclusivity over a locality, and the relationship between a local value provider and a patron.

Once the node manager can run the node without us, we are finished, and everything that was set up belongs to the locality.

Get in touch

If your organisation is considering a node in a locality, write to [research\[at\]clansurf\[dot\]com](mailto:research@clansurf.com). A short note is enough to start the conversation, and we reply within a week. It helps to include:

- who you are, and which of the partners above you are closest to
- the locality you have in mind, and who already produces there
- how the work would be funded, and roughly when