DARTMOUTH ADVISORY PARTNERS



TECHNICAL SHEET / DISCOVERY & DELIVERY

# Gate Zero

Define the work before the build.

| TYPE | IN THE MACHINE | PUBLISHED |
| --- | --- | --- |
| Delivery methodology | Policy and intake | October 2026 |

01 / WHAT IT IS

# What it is

Gate Zero is a delivery approach that establishes the problem, decision boundaries and acceptance basis before implementation expands.

| | |
|---|---|
| TYPE | Delivery methodology |
| GROUP | Discovery & delivery |
| IN THE MACHINE | Policy and intake |
| SOLVES | Embedded engineering and transfer, Governed workflows |
| BROUGHT BY | Readiness assessment, Embedded engineering |

02 / HOW IT WORKS

# How it works

In order. Each step is checked before the next begins.

| | |
|---|---|
| 01 | **Operating problem** |
| 02 | **Agreed boundaries** |
| 03 | **Acceptance basis** |
| 04 | **Bounded build** |

> IN PRACTICE
>
> Start with one real workflow and the people accountable for it. Establish what success and escalation mean before extending the system's reach.

03 / WHO IT IS FOR, AND HOW IT IS APPLIED

# Who it is for, and how it is applied

### Who it is for

Institutional sponsors and delivery teams moving from an idea to a bounded engagement.

### How it is applied

A methodology within the advisory and embedded engineering relationship. Discovery, ownership and acceptance criteria shape what is built and how it is assessed.

04 / CONNECTED WORK

# Connected work

Gate Zero works alongside these systems.

| SYSTEM | WHAT IT DOES |
| --- | --- |
| **Downforce** | Turn the right question into capability. |
| **Software Factory** | Carry the intent through the build. |
| **DAP Foundry** | Small tools that finish the job. |

05 / READ ON

# Read on

1. The related paper
   `/papers/discovery-is-the-bottleneck/`
2. Gate Zero on dap.solutions
   `https://dap.solutions/solutions/systems/gate-zero/`

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# Govern first. Then automate.

Models propose. Humans ratify. To discuss Gate Zero, write to info@dap.solutions.

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