



SHENZHEN

CONSTANTA

SAMPLE DEAL-FILE MEMO

Cold-chain corridor deal – evidence-readiness memo

Redacted Kazakhstan / Caspian corridor case

EXECUTIVE SUMMARY

ESCALATE BEFORE SIGNATURE

Readiness **65 / 100** · partial Risk signal **Medium**

The file is not a stop, but it is not ready for a commercial go. Three evidence gaps block a responsible booking decision, in order of what blocks first:

1. **Beneficial-ownership evidence – not supplied.** Blocks the 50%-rule check and any ownership-based sanctions-exposure review.
2. **Insurance / underwriter note – not supplied.** Corridor, cargo, temperature-control leg and exclusions are uncovered.
3. **Vessel / carrier history – not supplied.** The Caspian-leg carrier is not yet nominated.

Recommended action: hold the booking and escalate to compliance / counsel before quote approval. Send the counterparty questions in section 4 to close the three gaps.

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Project Middle Corridor / Kazakhstan Deal Risk Gate

Engine agenda-intelligence-md, live A2A worker

Date 19 June 2026

Findings reflect the file as supplied on 13 June 2026. Re-run before any commercial action if the route, counterparties, cargo classification, or sanctions designations change.

1. Case file

A fictional, redacted sample for a first demonstration. It mirrors the kind of Kazakhstan / Caspian corridor file a logistics, trade-finance, insurance, or counterparty-EDD team may need to prepare before a commercial decision.

Route	Shenzhen → Khorgos/Altynkol → Almaty cold-chain cross-dock → Aktau/Kuryk → Caspian ferry → Baku → Poti → Constanta
Cargo	Temperature-controlled diagnostic reagents and cold-chain lab consumables; final HS/classification note still pending
Value	1,850,000 USD
Decision point	Approve the quote and reserve the Caspian cold-chain slot, or escalate before signature
Decision stage	Pre-signature

Counterparty roles

- shipper: redacted China exporter (China)
- forwarder: redacted Kazakhstan cold-chain forwarder (Kazakhstan)
- carrier: Caspian ferry / reefer carrier not yet nominated (Kazakhstan/Azerbaijan)
- port agent: redacted Azerbaijan port agent (Azerbaijan)
- consignee: redacted Georgian medical distributor (Georgia)
- bank: redacted second-tier Kazakhstan bank (Kazakhstan)

2. Engine result

Escalate before signature <small>RECOMMENDATION</small>	Medium <small>RISK SIGNAL</small>	65/100 <small>READINESS: PARTIAL</small>
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Interpretation: the file is not a stop decision, but it is not ready for a commercial go either. The right operational output is escalation before quote approval or booking signature.

Source ledger

HAVE	Counterparty registry extract	SRC-02
HAVE	Sanctions-list screenshot pack	SRC-03
HAVE	Customs / regulatory source	SRC-06
GAP	Beneficial-ownership evidence missing	REQ-UBO
GAP	Insurance / underwriter note missing	REQ-INS
GAP	Vessel / carrier history missing	REQ-VES

What this memo does not do. It does not screen names, resolve ownership, verify facts, retrieve live data, or clear / approve the deal. It checks whether the evidence those steps need is present, scores decision-readiness, and routes the file to human review.

3. Source coverage

Supplied source types

- Port operator notice
- Counterparty registry extract
- Sanctions-list extract
- Carrier note
- Contract / invoice extract
- Customs / regulatory source

Minimum missing before go (severity order)

- Beneficial-ownership source – blocks the 50%-rule and ownership-based exposure review
- Insurance / underwriter note – corridor, cargo and temperature leg uncovered
- Vessel / carrier history – carrier not yet nominated

4. Practical memo

Decision-readiness view

Escalate the file before signature. The supplied file covers the route, registry, sanctions-list screenshot pack, carrier availability note, draft quote and a preliminary customs path. The file still lacks the evidence needed to support a responsible booking decision.

Why this matters

The cold-chain slot creates timing pressure, but the evidence gaps sit in the areas most likely to block later review: UBO, insurance terms, and the nominated vessel or carrier history. The onward distributor and bank route also require human review before any commercial action.

Questions to send before approval

- Forwarder: provide a dated registry, ownership, management, and operating-substance evidence.
- Carrier / port agent: nominate the carrier or vessel and provide history, insurance, and reefer-power confirmation.
- Consignee: provide an end-user / no-re-export statement and final onward-destination disclosure.
- Bank / finance contact: confirm payer match, account route, and source-of-funds evidence for this deal size.
- Counsel / compliance reviewer: confirm classification, licensing path, and any sanctions-list or export-control escalation.

What would change the result

- Beneficial-ownership evidence is supplied and matches the contracting party.
- Insurance or underwriter note covers the corridor, cargo, temperature-control leg, and exclusions.
- Nominated vessel or carrier history is supplied and reviewed.
- End-user and no-re-export evidence is supplied for the onward distributor.
- Banking route and payer evidence are consistent with the contract and invoice trail.

5. How to test this workflow

- Self-serve: open the public Deal Risk Gate at vassiliylakhonin.github.io/deal-risk-gate.html and enter a redacted case directly.
- Direct review: send Vassiliy a redacted corridor file — route, cargo, counterparty roles, jurisdictions, documents on hand, and the decision question.
- For the same cold-chain sample, the public demo returns the same core result: escalate before signature, medium risk signal, 65/100 readiness, and the same three missing-before-go evidence categories.

Engine note

The workflow runs on agenda-intelligence-md, an open-source evidence-discipline engine that serves one core service over MCP, HTTP, A2A, and Cloudflare Worker surfaces. In this case it does not retrieve data live, verify factual truth, screen names, or clear counterparties. It validates the deal-file structure, maps supplied sources to required evidence categories, scores decision-readiness, and routes the file to proceed / hold / escalate for human review.

Machine-readable output is included because it makes the memo auditable: the reader sees the structured fields behind the prose — triage_recommendation, decision_readiness_score, evidence_gaps, top_risks, watch_next, limitations, and checklist indicators. A PDF is enough for an ordinary commercial note; the JSON appendix is useful for technical review, reproducibility, or integration.

Appendix A	Redacted input case used for the live run of the workflow.
Appendix B	Structured-output summary: result, missing sources, risks, watch-next indicators, limitations.
Appendix C	Raw structured output from the live worker contract.
Public demo	vassiliylakhonin.github.io/deal-risk-gate.html
Engine	github.com/vassiliylakhonin/agenda-intelligence-md
Boundary	Pre-compliance evidence-readiness only. Not legal, sanctions, compliance, financial, investment, insurance, or trading advice. No live retrieval or factual-truth verification was performed.

This sample shows the workflow logic and the shape of the output. It is not a statement about any real party, route, vessel, bank, consignee, or product classification.

Appendix A. Redacted input case

The exact redacted input form used for the live demonstration. Names are fictional or role-based; the purpose is to show the file structure required to run a corridor evidence-readiness check.

Route	Shenzhen → Khorgos/Altynkol → Almaty cold-chain cross-dock → Aktau/Kuryk → Caspian ferry → Baku → Poti → Constanta
Cargo	Temperature-controlled diagnostic reagents and cold-chain lab consumables; final HS/classification note still pending
Shipment value	1,850,000 USD
Risk question	Can the buyer approve the quote and reserve the Caspian cold-chain slot, or should the file be escalated before signature?
Decision stage	Pre-signature
Requested output	both (memo + structured)

Supplied counterparties

- shipper: redacted China exporter (China)
- forwarder: redacted Kazakhstan cold-chain forwarder (Kazakhstan)
- carrier: Caspian ferry / reefer carrier not yet nominated (Kazakhstan/Azerbaijan)
- port agent: redacted Azerbaijan port agent (Azerbaijan)
- consignee: redacted Georgian medical distributor (Georgia)
- bank: redacted second-tier Kazakhstan bank (Kazakhstan)

Supplied dated sources

- SRC-01: Port operator notice — Aktau/Kuryk ferry schedule and reefer-power note, supplied by applicant (2026-06-10)
- SRC-02: Counterparty registry extract — Kazakhstan registry extract for the forwarder (2026-06-11)
- SRC-03: Sanctions-list extract — OFAC/EU/UK screenshot pack with no exact name matches (2026-06-11)
- SRC-04: Carrier note — on reefer-container availability (2026-06-12)
- SRC-05: Contract / invoice extract — draft quote and proforma invoice (2026-06-12)
- SRC-06: Customs / regulatory source — customs broker's preliminary note on the HS/classification path (2026-06-13)

The machine-readable input file is available on request for technical review.

Appendix B. Structured-output summary

A readable version of the live worker's structured response. The full machine-readable contract output is in Appendix C and saved separately as JSON.

Escalate before signature RECOMMENDATION	Medium RISK SIGNAL	65/100 READINESS: PARTIAL
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Minimum sources before go

- Beneficial-ownership source
- Insurance / underwriter note
- Vessel / carrier history

Top risks identified

- Sanctions adjacency
- Caspian crossing capacity and draft exposure
- Counterparty in a re-export / circumvention-watch jurisdiction
- Counterparty newly formed in a transshipment-risk jurisdiction
- Insurance exclusions
- Counterparty and ownership uncertainty
- Carrier or vessel history gap

Watch next

- New sanctions designations
- Caspian ferry-slot, tonnage, or draft notice
- Port delays or operator notices
- Rail capacity constraints
- Customs enforcement changes
- Carrier or vessel history updates
- Insurance or underwriter terms changes

Limitations

- One or more counterparties are domiciled in a re-export / circumvention-watch jurisdiction (redacted Georgian medical distributor — consignee, Georgia); this is a diversion-watch item for human review, not a sanctions determination. Verify end-use and onward destination before any commercial action.
- One or more counterparties were newly formed in a transshipment-risk jurisdiction (redacted Kazakhstan cold-chain forwarder — forwarder, Kazakhstan, formed 2024-03-18); this matches an OFAC FFI advisory red-flag pattern and is an escalation flag for human review, not a sanctions determination.

Appendix C. Raw structured output

The structured engine response, included for auditability. It shows the machine-readable fields behind the prose memo: recommendation, readiness score, evidence gaps, risks, watch-next indicators, limitations, and checklist prompts. The same output is saved as a separate JSON file for technical review or integration.

File	Available on request for technical review.
Format	JSON contract response from the live A2A worker
SHA-256	23b0f9e16748e42209ee16f0f29af2c49a9873fb253c333c3e1daabd84e5211b
Why included	Auditability, reproducibility, and technical inspection of the workflow output.
Core fields	triage_recommendation, risk_signal, decision_readiness_score, evidence_gaps, top_risks, watch_next, limitations, checklist indicators.

Note: the core machine-output fields are shown below (values as returned by the engine; the machine-contract language is English and is not translated). The full JSON contract is available on request; the reference SHA-256 is given above.

```
{
  "triage_recommendation": "escalate_before_signature",
  "risk_signal": "medium",
  "decision_readiness_score": 65,
  "decision_readiness_label": "partial",
  "operational_decision": {
    "decision": "escalate",
    "applies_to": "quote / sign the booking",
    "rationale": "Route to compliance or legal before you quote / sign the booking."
  },
  "evidence_gaps": [
    "No beneficial ownership source supplied.",
    "No insurance clause or underwriter note supplied.",
    "No vessel or carrier history supplied."
  ],
  "top_risks": [
    "sanctions adjacency",
    "Caspian crossing capacity and draft exposure",
    "counterparty in a re-export / circumvention-watch jurisdiction",
    "counterparty newly formed in a transshipment-risk jurisdiction",
    "insurance exclusions",
    "counterparty and ownership uncertainty",
    "carrier or vessel history gap"
  ],
  "watch_next": [
    "new sanctions designations",
    "Caspian ferry-slot, tonnage, or draft notice",
    "port delays or operator notices",
    "rail capacity constraints",
    "customs enforcement changes",
    "carrier or vessel history updates",
    "insurance or underwriter terms changes"
  ],
  "human_review_required": true,
  "not_advice_notice": "Pre-compliance evidence-readiness only. Not legal, sanctions, compliance, financial, investment, insurance, or trading advice.",
  "shipment_value": { "amount": 1850000, "currency": "USD" }
}
```

This is a shortened readable representation of the core fields, not a byte-exact copy of the saved file. The full contract (including counterparties, exposure_layers, document_ledger, and checklist indicators) is available on request.

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demo: vassilylakhonin.github.io/deal-risk-gate.html