



# Using Raven · Quick Reference

A short guide for understanding a morriganAI Raven Report

*Companion to Using Raven, Version 1.0 · For CHROs, HR leaders, CEOs, COOs, bankers, and private equity investors*

## What this guide is for

A Raven Report describes how work actually moves inside an organization — whose ideas show up in finished documents, where AI is doing the work, and where the business depends on a single person or tool. morriganAI calls this picture the organization's AI Identity.

This guide is the short version of the full manual. Use it when you need to read a Raven Report quickly and act on what you find. It does not replace the full manual; for case examples, deeper background on the methodology, or the complete safety story, refer there.

## Where to start, by role

Role	Open to
CEO or COO	Section 3 (decisions). Then Section 2 (reading the report) and Section 4 (limits).
CHRO or HR leader	Section 2 (Contributors and AI Usage) and Section 4 (what needs corroboration).
Banker or PE investor	Section 1 (snapshot vs. trend) and Section 4 (what Raven cannot conclude). Then Section 5 (safety).
Security or IT lead	Section 5 (safety and the connector account model).

## 1 · The value of a Raven Report

Raven Reports deliver value in two distinct ways. Most leaders need both at different moments.

Mode	What it gives you	When to use it
Snapshot	A point-in-time picture of how the organization is operating now: contributors, AI usage, phase distribution, concentration and control risks.	Due diligence, transformation planning, post-incident review, onboarding a new executive, board prep.
Trend line	A series of dated reports that show how the AI Identity is changing: rising or falling AI authorship, growing or shrinking influence of individuals, post-policy effects.	Quarterly governance, post-close monitoring of a portfolio company, before-and-after a transformation, tracking a new senior leader's integration.

## What each role typically uses Raven for

Role	What Raven supports
CEO	An independent view of the operating story — who is quietly central, where AI is moving ahead of policy, whether investments are landing.
COO	Identifying single points of failure (people, tools, phases). The Phase Analysis is especially useful here.

Role	What Raven supports
CHRO / HR leader	Understanding the value individuals bring to finished work, where AI is being leaned on, and where roles are quietly changing — without surveilling employees.
Banker	Defensible, repeatable operational evidence for the diligence file. Especially useful when buyers need to assess whether productivity gains are durable.
PE investor	Pre-close: pricing and surfacing risks for the first 100 days. Post-close: confirming operating-partner work is moving the picture.

#### A note on connection scope

The quality of any Raven Report depends on what is connected to it. Connecting only broadly shared drives gives one picture. Optionally connecting individual leaders' work-account drives gives a richer one, because many consequential ideas originate in a leader's own work area before being shared. See Section 5.

## 2 · What is in a Raven Report and how to read it

### Read these three things first

1. The Executive Summary, especially the sentence that names the pair coverage. That number sets your confidence in everything else.
2. The Key Findings. These are the report's headlines, prioritized by significance, and each one implies a corrective step.
3. The Contributors table — the AI Usage column and the Aggregate Weighted Influence column.

### The Contributors table

Column	What it means
Aggregate Weighted Influence	How much of this person's work shows up in documents that came after, traced through chains of edits. High influence concentrated in one person is a process concentration risk.
AI Usage	A probability measure of how AI-authored this person's recent work appears to be. Not a measure of which tool was used and not a measure of policy compliance — always a starting point for a conversation, never a verdict.

### The six Business Phases

Every analyzed document is given a probability for each of the six phases; the highest is its dominant phase. The Phase Analysis section is organized by phase, so a finding like "AI authorship is high in the Do phase" tells you where in the business the change is happening, not just that it is happening.

Phase	Plain meaning
Gather	Identifying and recruiting customers, partners, hires, investors.
Tell	Communicating who the organization is — marketing, public materials, the pitch.
Agree	Reaching formal agreement — pricing, scenarios, proposals, contracts.

Phase	Plain meaning
Do	Following through — design, deployment, delivery, operations.
Reward	Collecting payment, calculating compensation, distributing proceeds.
Govern	Running the organization — board, security, audits, regulatory.

### Phase Analysis metrics, in plain language

Metric	What high values mean	What low values mean
Factual Coverage	Specific facts and numbers from this person carry forward into later work.	Specifics get rewritten or replaced.
Conceptual Overlap	This person's underlying logic and frameworks shape later work.	Frameworks get reinvented; this person's thinking does not propagate.
Last Step Similarity	The phase iterates closely on the most recent prior work.	Each new document starts from a clean sheet.
Influence Distribution	New work draws on many older sources.	New work leans on a small number of sources — narrow influence base.
Origin Depth	Long roots — today's work still carries fingerprints of older documents.	Phase is operating on recent material only.

## 3 · Decisions a Raven Report can inform

Raven Reports point you to where leadership attention is most useful. The most common decision categories are below.

Finding category	Implied action
Process concentration risk — too much work depends on one person.	Cross-training, documentation, succession planning, or a targeted hire.
AI control risk — AI is producing work no one is closely reviewing.	Add a human-in-the-loop step, sampling audit, or updated AI policy in the affected phase.
Fragmented document management — teams produce work that does not connect.	Shared templates, integrated workflows, or process redesign.
Low content retention in a critical phase.	Improved documentation standards, version control, handoff discipline.
Inconsistent concept retention.	Shared frameworks, training, common pre-reads.
Governance gaps — the Govern phase is thinly supported by documents.	More deliberate documentation of board, audit, and oversight work.

## High-value decisions Raven supports

- Succession and cross-training priorities.
- AI governance and where to add human-in-the-loop steps.
- Documentation and process integration investments.
- Diligence questions and operational-risk inputs to a valuation conversation.
- Pre- and post-transformation comparisons.
- Onboarding plans for new senior leaders.
- Board reporting on operational risk over time.

### Rule of thumb

Use the Raven Report to direct your attention. Use other sources — managers, contributors, financial records, customer outcomes — to confirm what your attention finds. The report points; the decision is still yours.

## 4 · Where to slow down: limits and corroboration

### Always check coverage

The Executive Summary names the pair coverage — the percentage of eligible document pairs that were analyzed. Coverage in the high 90s gives you normal confidence. Coverage in the 70s or 80s means the picture is partial; weigh findings about smaller contributors more carefully. If a callout in the Executive Summary flags low coverage, treat the report as directional and run another cycle before acting on individual-level findings.

### Findings that always deserve corroboration

Finding type	What to do before acting
A finding that names a specific person.	Treat the report as the start of an inquiry, not the verdict. Confirm with managers and, where appropriate, the contributor themselves.
High AI Usage on a single contributor.	Could mean a thoughtful power user, an over-reliance pattern, or an ungoverned automation — Raven cannot tell you which. Have the conversation.
Findings concentrated in a phase with low coverage.	Run an additional cycle before treating the finding as settled. Ask for a per-phase coverage breakdown if the finding is consequential.
"Below-threshold" or fragmentation findings.	Confirm the affected documents are actually meant to be connected. Sometimes silos are real; sometimes the documents simply cover unrelated work.
Quantified risk numbers in the Risk Summary ("X per quarter").	These are illustrations from public industry examples, not measurements of your business. Use to communicate severity, not to set budgets.
Surprisingly low influence for a senior leader.	Most often a connection-scope artifact — the leader's personal work area was not connected. Check what was in scope before drawing conclusions about the leader. (See Section 5.)

### Conclusions Raven cannot support

- Raven cannot evaluate an employee's performance, productivity, or judgment.
- Raven cannot prove a person used a specific AI tool or violated a specific policy.

- Raven cannot read content the connected accounts do not have access to.
- Raven cannot replace a forensic audit, a legal review, an HR investigation, or a financial audit.
- Raven cannot value a business on its own — it informs the operational-risk piece of a valuation, not the valuation itself.
- Raven cannot tell you what the organization should be — only what its current AI Identity is.

## 5 · How Raven gets data, and why it is safe to use

### The connector account model

The customer does not give Raven a master key. The setup is three steps, and control of scope lives in the customer's own identity system from the start.

1. The customer creates a user account inside their own organization (Google Workspace, Microsoft 365, Dropbox, or Box). This is the connector account.
2. The customer grants the connector account access to whichever folders, drives, or sites Raven should consider — using the customer's normal sharing controls.
3. The customer connects Raven to that account in the Raven Portal using OAuth. From that point on, Raven reads only what the connector account has been authorized to read.

#### The fail-safe

To limit Raven's access — to a folder, a drive, or everything — the customer changes the connector account's permissions in their own identity system. The change takes effect immediately. No call to morriganAI, no Portal setting, no waiting.

### Multiple connections: a customer choice

Raven supports any number of connector accounts. Two patterns are common:

- Shared-drive connections — a connector account granted access to broadly shared team and department drives. Usually the first connection a customer creates.
- Individual-account connections (optional) — connecting the work-account personal storage of senior leaders, chiefs of staff, or executive assistants. Useful when leaders' early thinking happens in their own drives before being shared. "Personal storage" here means the leader's own drive inside their work account (e.g., My Drive in Google Workspace), not home email or anything outside the company.

### Customer responsibility for scope

Because the customer chooses what is in scope, the customer is responsible for choosing well. The quality of a Raven Report is conditional on the appropriateness of what is connected. Connect everything that matters and the report reflects how the organization actually operates. Leave out a meaningful chunk and the report reflects only what was connected. Scope can be revisited at any time.

### What stays in your storage, what morriganAI holds

Item	Where it lives	Why it is safe
log.raven and userid.raven (mapping files)	Your cloud storage only.	These files map coded identifiers back to readable file IDs and real names. They never leave your storage. The link between codes and identities exists only in your environment.

Item	Where it lives	Why it is safe
Raven Vectors (135-character coded strings)	morriganAI database.	Each vector contains coded identifiers and metric values — no readable content, no names, no document text. Useless on their own.
Generated reports	morriganAI encrypted storage.	Public access blocked. Delivered through short-lived download links.
Cached extracted text	morriganAI encrypted storage.	Encrypted at rest, access tightly controlled, can be cleared on request.
Connection tokens (OAuth)	morriganAI database.	Encrypted at rest, never logged, refreshed automatically.

When AI is asked to compare two documents, only the text of those two documents is sent. No account identifiers, no user names, no connection tokens, no wider organizational context.

#### **Why retaining vectors is the safe — and useful — choice**

A vector contains no readable content; the link between its codes and any real document or person exists only in your storage. Vectors are also what enable the trend line. The same design that makes them safe makes them valuable.

### **Glossary of the most-used terms**

Term	Plain meaning
AI Identity	How an organization's identity — its people, processes, and the trust stakeholders place in it — is shaped by the AI tools it uses.
Aggregate Weighted Influence	How much of a contributor's work shows up in the documents that came after.
AI Usage	Directional measure (low / moderate / high) of how AI-authored a contributor's recent work appears to be.
Connector account	A user account inside the customer's own organization, granted access to specific folders, that the customer connects to Raven via OAuth. Whatever it can see, Raven can see.
Coverage	Percentage of eligible document pairs actually analyzed in this run.
Pair / Vector	A pair is two documents (older + newer) compared by Raven; the comparison result is encoded as a Vector — a 135-character coded string.
Phase	One of six business phases (Gather, Tell, Agree, Do, Reward, Govern). Every document is given a probability for each.
Run Cost Limit	Optional dollar cap on a single analysis run. Coverage may be incomplete if the limit is hit before all eligible pairs are analyzed.