



ARTICLE 04

The expert is real. Can the buyer verify them?

Five proof signals U.S. teams need before the first technical meeting.

Built for Japanese supplier teams + U.S. buying committees

Illustrative image. People shown are not actual Seeknet personnel.

**A logo identifies the company.
It does not show who owns the decision.**



Engineering asks: who can defend the technical choice?

Procurement asks: what evidence fits the claim?

Operations asks: who appears when the issue crosses teams?

Illustrative image. People shown are not actual Seeknet personnel.

The five-link verification chain

A title alone is orientation—not complete proof.

01 NAMED PERSON

Who is responsible for this domain?

02 CURRENT RESPONSIBILITY

What do they own, review or escalate now?

03 DECISION EVIDENCE

How do they handle a relevant constraint or tradeoff?

04 CORROBORATION

What supports the claim at the same level?

05 ACCESS

How does the buyer reach the right expertise when needed?

Supplier-side work: make judgment inspectable



- 01 **Nominate the expert who matches the buyer's decision.**

- 02 **Obtain consent and verify every public fact.**

- 03 **Publish one decision pattern with its limitation.**

- 04 **Preserve the same facts and commitments in English and Japanese.**

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Replace adjectives with a decision

“Innovative” is a conclusion. Show the reasoning the buyer can inspect.

CONTEXT

What environment was involved?



CONSTRAINT

What restricted the options?



CHOICE

What was recommended or rejected?



EVIDENCE

What informed the choice?



LIMIT

When would it not apply?

Buyer-side work: record the evidence state

Do not force every question into pass/fail.

YES

The claim is inspectable now.

EVIDENCE
NEEDED

Name the question, owner and acceptable proof.

NOT APPLICABLE

Record why it does not affect this decision.

The priority is the uncertainty with the greatest operating consequence.

Visibility without access creates a new dead end

A credible path explains the operating reality—without promising unlimited expert access.

01	TRIAGE	Who receives the technical question?
02	CONTEXT	What must be known before review?
03	PARTICIPATION	When does the expert join?
04	HANDOFF	Who owns implementation follow-through?
05	ESCALATION	What path is actually supportable?

One framework. Two useful next steps.

JAPANESE SUPPLIER TEAMS

Run the Expert Visibility & Proof Audit

Find the missing identity, responsibility, evidence, localization and access elements.

U.S. EVALUATORS

Use the Technical Expert Verification Checklist

Record what is proven, what needs evidence and what does not apply.

Which link is hardest to verify today?

PERSON → RESPONSIBILITY → DECISION → PROOF → ACCESS

Select either tool title to open its live resource.