Your ordinary records may hold a second opportunity

The owner's guide to company data partnerships

Years of running a business leave a useful trail: requests, decisions, revisions, work completed and the outcome. A data partnership may let an eligible company license a carefully approved part of that history to help develop or evaluate AI systems.

The first question is practical: do your records describe real work clearly enough to be useful, and can your company authorize an appropriate use? You do not need to answer that alone or start by moving files.

Start with a useful decision

Sprinter DataWorks offers a free metadata-only fit audit: an inventory snapshot, a preliminary route recommendation, the questions that need an answer and one improvement you can use in the business. A recommendation to organize first, clarify rights or stop is a useful result.

What you will learn

- Why connected records can be more informative than a folder of isolated files.
- How a scoped partnership can move from inventory to an agreement and supplier payment.
- Which published company-data routes may merit a closer look.
- What a sample audit looks like and how to take the next three steps.

No files are needed to begin. Describe the business, its systems and one workflow. Unknown answers are welcome.

The value is often in the connections

A record tells you what. A sequence can explain why.

An isolated invoice shows a charge. A connected sequence can show the request, the estimate, the revision, the work performed and the outcome. That context may help AI developers study how people handle real situations rather than polished examples alone. This is a practical explanation of possible utility, not a claim that every buyer wants every record.

Three tangible examples

- Construction: connect an RFI to a response, a revised drawing, a submittal, a change order and final closeout status. The sequence can show how a project question affected later work.
- Service operations: connect a service request, diagnosis category, approved work, parts category and resolution status. The sequence can show a workflow reaching an outcome.
- Business operations: connect a request, internal review, revision and approval status. Consistent categories and timestamps can help explain the decision trail.

A quick inventory lens

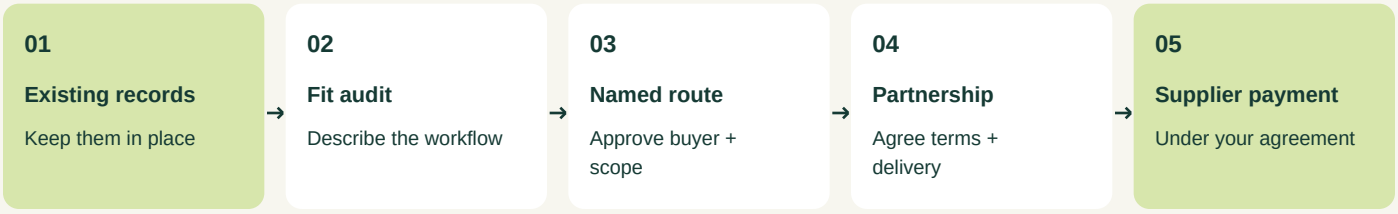
Look for repeatable record categories, several years of history, links between systems and someone who understands the process. Approximate counts and broad coverage are enough for a first discussion. An inconsistent export may still justify a readiness conversation; it is not a confirmed buyer fit.

A benefit you can keep

Choose one broken handoff while you map the inventory. For construction closeout, create a register of missing O&M manuals and warranties, with an owner, next action and due date. That improvement can help your team even if you never pursue licensing.

From existing records to an approved partnership

Five decisions, with you in control



Each arrow requires the relevant review, approval and completed terms.

1. Describe the inventory

Share system names, broad record categories, approximate years and the workflow behind them. The initial audit uses descriptions only. Sprinter returns a written fit/readiness view and practical next action.

2. Review a named route

If a possible fit emerges, review the buyer, proposed use, information scope, unresolved questions and any Sprinter referral arrangement. A public program page is a starting point; it does not approve your company or set your price.

3. Approve an introduction separately

You decide whether to permit a specific introduction and the exact information shared. The audit request alone authorizes neither a buyer submission nor transfer of records.

4. Agree scope and delivery

The supplier and buyer work through eligibility, rights, permitted use, pricing, restrictions, secure handoff and acceptance. Only an agreed, authorized scope should move through the approved delivery route.

5. Receive payment under your agreement

A supplier's payment depends on its executed terms and milestones. A referral fee to Sprinter, if applicable, is a separate arrangement. A conversation, audit or signed document is not the same as cash received.

Company-data routes worth understanding

Compare fit before comparing headline amounts

These are company-data programs, separate from expert recruiting or AI contractor referral programs. Screens below come from official sources reviewed October 24, 2026; they do not establish your eligibility or Sprinter's entitlement.

Route	Published company screen	A useful question before proceeding
Handshake	Company referral page targets 20+ full-time employees and 3+ years in operation. [1,2]	Does the operational history match a current buyer need, and what written deal/attribution terms apply?
micro1	Enterprise page describes 30+ employees, US and Western markets, English; a separate defunct-company track has its own criteria. [3,4]	Is the company new to the program, and can its own point of contact apply through a verified unique company link?
Scale AI	40+ employees is a preferred starting point, considered case by case. [5]	Which record categories fit current demand, and who is the right authorized stakeholder?
Mercor	General enterprise data route; construction listing targets completed projects and closeout, with a stricter 50+ employee screen used pending conflicting wording. [6,7]	Which exact listing and scope apply, and can the employee threshold and payment conditions be confirmed?
SourceX	Terms describe at least 50 full-time employees at peak; approved partner and signed agreement are required before introduction. [8,9]	What supplier scope and partner agreement apply before any identifying introduction?

What the comparison cannot tell you

The best route depends on the records, current demand, authority, prior buyer relationships and written scope. None of these rows means a buyer has accepted your company. Personal company-referral links and account-specific terms were not verified in the evidence used for this guide.

Two money streams. Keep them separate.

Supplier proceeds: buyer to your company

Published supplier figures describe possible compensation for a company's data partnership. They are not a valuation of your records, an expected outcome or a Sprinter referral fee.

- Handshake's company-data page advertises potential supplier deals from $100,000 to $4 million+. Scope and completed agreement determine any actual offer. [1]
- Mercor's construction listing shows indicative supplier compensation of $115,000-$1 million depending on scope. This is listing-specific; do not apply it to the general enterprise program. [7]
- We have not verified supplier dollar ranges for the other compared routes.

Separate referral compensation: buyer to Sprinter

These public program terms are possible referrer economics, not supplier proceeds and not confirmed fees owed to Sprinter. We disclose any applicable financial interest before your introduction.

Program	Published referrer terms, subject to eligibility and written terms
Handshake	$10,000 when a company partnership deal closes; detailed timing and attribution terms remain unverified. [2]
micro1	Enterprise: $50,000 for deals up to $700,000; 7.5% of total deal value above $700,000. Separate defunct-company formula: $75,000 up to $1 million; 7.5% above it. Approval and tracked self-application apply. [3,4]
Scale AI	Up to $50,000 if Scale signs a partnership; one paid referrer per deal. Formula and payment timing are not public. [5]
Mercor	General enterprise referral amount is unpublished. Construction listing alone shows $55,000 base plus $10,000 fast-signing and $27,500 listing bonus, up to $92,500; detailed conditions and conflicting employee wording need confirmation. [6,7]
SourceX	25% of Actual Supplier Payout, capped at $100,000 per referred company under published terms; approved partner agreement, acceptance, handoff and payment conditions apply. [8,9]

No fee is promised. No rebate or payout-funded free service is offered. Any later consulting is separately scoped and priced.

What your audit could actually say

Illustrative only: a construction closeout inventory

This example is invented to show the output format. It is not an actual supplier, buyer assessment, price quote or proof of licensing rights.

Audit field	Example written finding
Business context	A 65-person contractor; roughly five years of completed-project history; project-management and shared-document systems.
Inventory snapshot	RFI, submittal, change-order and closeout categories appear relevant to map. Counts, project links and completeness are not yet confirmed. No raw documents received.
Connected workflow	An RFI may connect to a response, revision, approved change and final closeout status. Confirm whether the same project/issue identifiers survive across systems.
Rights/readiness questions	Who can approve review? Do owner contracts restrict use? Which architect/subcontractor materials require exclusion or separate permission? Is personal information present?
Prior buyer contact	Ask the owner about applications, introductions or existing relationships before selecting a route; preserve the original source and avoid duplicate attribution.
Preliminary recommendation	Clarify authority and record connectivity first. A construction-specific route may merit review once gaps are answered. No buyer submission or acceptance implied.
One practical improvement	Create a closeout exception register for missing manuals/warranties; assign an owner, next action and due date to each open item.
Owner's next decision	Confirm the approver and inventory owner, answer the open questions, then choose whether to review a named buyer and information scope.

A compact handoff your team can use

The output separates what you told us, what remains unknown and what action follows. You should be able to forward the nonsensitive summary to the person who owns the workflow without forwarding your underlying records.

Your rights, choices and working boundaries

One review before any disclosure

Identify who can authorize review and licensing. Possession of a file does not settle ownership or permission. Client contracts, confidentiality, third-party materials, personal information, regulated content and security-sensitive details may require exclusion, protection or qualified legal review. A fit audit does not resolve legal rights.

Choose the exact buyer and scope

Before an introduction, ask for the legal buyer name, intended use, the information to be shared, relevant restrictions, the proposed process and any Sprinter compensation. Written approval should identify that buyer and scope. You can decline or pause; a later withdrawal should be recorded and handled subject to any commitments already made.

Keep the first conversation light

Do not send raw records, sample business contents, customer lists, credentials, drawings or project exports through the intake. Describe categories and approximate history. A later authorized review or transfer needs a separately agreed route.

Be clear about program conditions

Buyer terms, existing relationships and duplicate attribution rules can change the route. For example, micro1 requires tracked company self-application and prohibits automated referrals and payout sharing or other referral inducements. We do not offer a rebate or payout-funded benefit. [3,4]

Know what Sprinter is offering

Sprinter DataWorks is an initiative of Sprinter Consulting and acts independently of data buyers. The free metadata-only audit offers a preliminary fit/readiness view and one practical improvement. It is not buyer acceptance, valuation, project certification, legal advice or an implemented AI system. You do not need to purchase consulting to request the audit. Any later work has its own agreed scope and price.

Three steps to a useful answer

1. Pick one workflow

Choose a recurring process with history: project closeout, service resolution or an approval workflow. Note the systems and approximate years. Avoid preparing exports for this first step.

2. Identify the two people who know it

Who understands the records? Who can approve a review? They may be different people. Bring unknowns and broad descriptions rather than trying to complete diligence alone.

3. Request your metadata-only fit audit

Start at https://sprinterdataworks.com/fit-audit. Share the business, contact details, role, employee band and the outcome you want. You receive a saved-request receipt; it does not mean buyer acceptance. The written audit helps you decide whether to clarify, explore a named route or stop.

Official sources and verification limits

Official sources reviewed October 24, 2026. We have not verified account-specific terms through an authenticated account review. Published amounts can change; current written terms and the executed supplier agreement control. No personal company-referral link, accepted supplier, guaranteed offer or Sprinter fee entitlement was verified.

[1] Handshake company data: https://joinhandshake.com/ai/dp-redesign/

[2] Handshake company referrals: https://joinhandshake.com/ai/data-partnerships/referral/

[3] micro1 company referrals: https://www.micro1.ai/company-referral

[4] micro1 referral terms (October 14, 2026): https://www.micro1.ai/legal/referral-terms

[5] Scale AI company data: https://scale.com/data-partnership

[6] Mercor enterprise data: https://www.mercor.com/data/

[7] Mercor construction listing: https://data.mercor.com/refer/view/?slug=construction

[8] SourceX terms (version 2026-10-22.2): https://refer.sourcex.si/terms

[9] SourceX rewards: https://refer.sourcex.si/rewards

Questions: tyler@sprinterconsulting.com. No newsletter enrollment is inferred from an audit request.