DOCUMENT 91 · GUIDE FOR CONSULTANTS AND SUPPORT MODELS

Guide for consultants and support models

How to apply SEVEN-G from outside the company with independence and quality, and without promising what cannot be demonstrated

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5	1	0	10
support models	independence rule: whoever implements does not audit	official certifications in this version	service quality commitments

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THE ESSENTIALS **Conditional: depends on a trigger**

Trigger: the company hires external support or a professional applies SEVEN-G for third parties. It sets support models, independence and transfer to avoid dependence on the consultant.

Obligation matrix and layered reading (document 94)

01

Purpose and scope

This guide is aimed at those who apply SEVEN-G **as a third party** in an organisation: consulting firms, audit firms, independent advisers, directors or advisers with AI experience, and internal teams that provide services to other companies within the same group.

It defines:

- What using SEVEN-G as a third party means and what responsibilities it entails.
- Five support models with their scope, deliverables and roles.
- The independence rules and the management of conflicts of interest.
- How to use the SEVEN-G name and what cannot be claimed.
- The service quality commitments.
- What must not be promised.

It does not regulate the commercial terms between the third party and its client, which are freely agreed. The licence for use is in document 93.

02

Using SEVEN-G as a third party

2.1 What it allows

SEVEN-G content is published under a CC BY 4.0 licence (document 93). Any third party may use, adapt and apply it in professional services, including paid services, **without needing authorisation or having to engage the author**, provided that they give credit for authorship, indicate the changes and do not suggest that the author endorses their service.

2.2 What responsibilities it entails

Responsibility	What it implies
For the service provided	The third party is accountable to its client for its work. SEVEN-G is a reference framework, not a guarantee of outcome.
For the version applied	It must state which version of the framework it uses and what it has adapted.

Responsibility	What it implies
For fidelity	If it says that it applies SEVEN-G, it must respect the essential rules (section 2.3) or expressly declare that it does not.
For confidentiality	Client information is not used with other clients, in examples or in publications, not even in anonymised form, without written authorisation.
For professional judgement	Regulatory classification, impact assessments and legal matters require qualified legal judgement.

2.3 Essential rules that cannot be omitted without declaring it

1. Segregation of duties: whoever builds does not control and nobody approves themselves (01 §7.4 and §8.2).
2. Dual validation at *gates* and a real possibility of stopping (01 §7).
3. The ten value measurement rules (00 §6), in particular the validation status of each amount and the rule that released capacity is not added until it materialises.
4. Ambition classification using the five questions (00 §5.2).
5. Maturity based on observable evidence, not on self-assessment (document 11).
6. Register of recommendations with persistent identifiers and independent assessment (document 62).

A service that omits any of these rules may draw inspiration from SEVEN-G, but must not be presented as an application of SEVEN-G (section 6).

03

Support principles

#	Principle	What it means
1	**The company decides**	The third party prepares, proposes, verifies or advises; decisions are for the company's bodies and roles.
2	**Evidence before opinion**	Conclusions are based on identifiable evidence that the company can review.
3	**Capability transfer**	The objective is for the company to be able to govern its AI without depending on the third party.
4	**Declared independence**	The third party's interests (suppliers, products, other services to the client) are declared at the outset.

#	Principle	What it means
5	**Honesty about outcomes**	A low diagnosis, a stopped use case or unvalidated value are reported in the same way as favourable outcomes.
6	**The data belongs to the company**	Registers, data models and deliverables remain in the company's possession, in formats it can maintain.
7	**Proportionality**	Lite intensity when it is sufficient; Enterprise when the criteria require it (01 §9).

04

Support models

4.1 Summary

Model	Objective	SEVEN-G stages and phases	Outcome for the board	Indicative duration
M1 · Diagnosis	Understand the real situation of AI in the company.	C1	Maturity with evidence, transformation profile, inventory, current value and cost.	4 to 6 weeks
M2 · 90-day implementation	Make basic AI governance operational.	C1, C2 and C3; phase 0 of priority use cases	Thesis, ambition, risk appetite, portfolio and governance structure approved.	90 days
M3 · Independent audit	Give an opinion on whether the company applies the framework and whether its controls work.	Verification of 01 §14, *gates*, registers and nonconformities	Report with a conclusion of Conformant, Conformant with observations or Nonconformant.	Depending on scope and sample
M4 · Board advisory	Help the board oversee AI.	C2, C4 and C5	Questions, review of the pack, recorded recommendations and independent assessments.	Renewable annual mandate
M5 · Ongoing support	Support the company in operating the framework.	C3, C4 and lifecycle	Managed portfolio, quarterly packs prepared, funnel metrics.	Renewable period with annual review

Durations are indicative and depend on the size of the company, the number of systems and the availability of information.

4.2 M1 · Diagnosis

When	The company does not know with certainty what AI it has, how much it contributes or what risks it is taking; or the board wants a starting point before deciding.
Scope	Initial AI system inventory (including third-party systems and corporate use); D1–D7 maturity assessment with evidence; current sphere map; transformation index profile; value by status and recurring cost of use cases in production; main risks and gaps.
Out of scope	Design of the AI thesis, construction of solutions, definitive regulatory classification (requires legal judgement).
Deliverables	Diagnosis report (P33) · Initial inventory (T02) · Maturity diagnosis with evidence (T15) · Transformation index profile (T14) · Sphere map (T16) · One-page summary for the board (60 §4.2).
Third-party roles	Diagnosis lead · Value and management control specialist · Risk and compliance specialist · Quality reviewer not involved in the fieldwork.
Company roles	Senior management commissioning the work · Single point of contact · Management control (validation of figures) · Risk and compliance · Technology and data.
Quality criterion	Each maturity level assigned has linked evidence; gaps are shown as *no data*; value distinguishes validated, declared and estimated.

4.3 M2 · 90-day implementation

When	The company has decided to adopt SEVEN-G and wants a first implementation (01 §5.3; document 90).
Scope	**Month 1:** diagnosis (M1). **Month 2:** risks and opportunities by sphere with owner, economic impact and timeframe; proposed AI thesis, ambition and risk appetite. **Month 3:** governance structure (bodies, roles, incompatibilities, thresholds, *gates*, reference time limits, metrics and reporting cadence); initial portfolio; use case register and register of recommendations in operation; first board pack.
Out of scope	Independent verification of *gates* that the third party itself helps to prepare; decisions of the bodies.
Deliverables	Those of M1 · Proposed AI thesis and risk appetite (T19) · Corporate AI policy (document 31) · Governance model with role assignment · Prioritised portfolio · Use case register (T01) and register of recommendations (T18) with real data · Regularisation plan for existing systems (01 §14; P36 §9) · First quarterly pack (document 60).
Third-party roles	Implementation director · Specialists in value, risk and regulation, and technology and data · Support to the AI Office · Quality reviewer.
Company roles	Executive sponsor of the implementation · Future AI Office (must take part from day one) · AI Committee being set up · Board secretariat · Management control · Risk, compliance, data protection and security · Internal audit (informed).

Quality criterion	On completion, the company can operate the cycle without the third party: the AI Office has prepared at least one *gate* decision and the first pack with support, not by delegation.

4.4 M3 · Independent audit

When	The board, the board committee or internal audit want an independent opinion; the company wants to verify its declaration of application (01 §14); a review is required after a relevant incident.
Scope	Verification of the fourteen core rules (01 §14.1); sample-based review of *gate* decisions (dual validation, segregation of duties, evidence predating the decision); review of the inventory and classification; review of the application of the measurement rules in the board pack; review of the nonconformity process; review of the register of recommendations and of the independence of assessments.
Out of scope	Designing or implementing corrections; issuing certifications (section 6.3).
Deliverables	Audit plan with scope, criteria and sample (P58) · Working papers with evidence (P59) · Report (P60) with a conclusion of **Conformant**, **Conformant with observations** or **Nonconformant** · Nonconformities detected, classified as minor, major or critical · Recommendations for the register (document 62).
Third-party roles	Audit lead · Auditors with AI experience · Quality reviewer. None of them may have taken part in the implementation or support of the audited area (section 5).
Company roles	Commissioning body (board committee or internal audit) · Point of contact · Owners of the audited areas.
Quality criterion	Criteria, sample and limitations declared; each finding with evidence; conclusion consistent with the findings. The AI audit framework (document 38) is followed.

4.5 M4 · Board advisory

When	The board wants expert support to oversee AI, without delegating its responsibility.
Scope	Preparation of sessions using the guide in document 61; review of the quarterly pack before it is sent (60 §11); formulation of recommendations; independent assessment of recommendations when the board commissions it; support for the annual C2 and C5 decisions; board training.
Out of scope	Management of the company's AI; preparation of the pack that it then reviews; supplier selection.
Deliverables	Preparation notes for each session · Written review of the pack · Recorded recommendations (REC) · Independent assessments · Annual training session.

Third-party roles	Director or adviser with AI experience (document 61, section 10).
Company roles	Chair of the board or of the board committee · Board secretariat · Chair of the AI Committee.
Quality criterion	Verifiable recommendations, with a compliance criterion; assessments based solely on evidence; up-to-date declaration of interests.

4.6 M5 · Ongoing support

When	The company has implemented the framework and needs additional capacity to operate it while it develops its own.
Scope	Support to the AI Office: maintenance of the use case register and the inventory, preparation of evidence with the teams, calculation of funnel metrics, preparation of the quarterly pack, methodological support for continuity reviews and for C5.
Out of scope	Verification of *gates* for use cases in which the third party takes part; decisions; independent assessment of recommendations whose execution it supports.
Deliverables	Updated registers · Monthly funnel metrics · Drafts of the quarterly pack for review by the AI Office · Transfer plan (P71) with a date for exit or reduction of the service.
Third-party roles	Service lead · Portfolio and measurement analysts.
Company roles	AI Office (accountable for the outcome) · AI Committee · Management control.
Quality criterion	The company's AI Office signs off the deliverables; there is a transfer plan with milestones; the service is reviewed every year.

05

Independence and conflicts of interest

5.1 General rule

Whoever implements does not audit. A third party may not verify, audit or independently assess work that it, its organisation or a related entity has designed, built, implemented or operated. This is the application to third parties of the principle of segregation of duties (01 §3, principle 7).

5.2 Compatibility between models for the same client and area

Service already provided → service requested	M1 Diagnosis	M2 Implementation	M3 Audit	M4 Board advisory	M5 Ongoing support
M1 · Diagnosis	—	Compatible	Compatible with caution: the diagnosis cannot be the subject of the audit	Compatible	Compatible
M2 · Implementation	Compatible	—	**Incompatible** in the implemented area	**Incompatible** if the adviser assesses recommendations on what was implemented	Compatible
M3 · Audit	Compatible	**Incompatible** for correcting what was audited in the same period	—	Compatible with caution: declare the relationship	**Incompatible** in the audited area
M4 · Board advisory	Compatible	**Incompatible** in the use cases it oversees	**Incompatible** if it advised on the audited decisions	—	**Incompatible**
M5 · Ongoing support	Compatible	Compatible	**Incompatible** in the supported area	**Incompatible**	—

"Area" is the set of use cases, systems, processes or registers affected. The incompatibilities also apply to entities in the same group as the third party and to people who move between organisations.

5.3 Cooling-off period

After providing an incompatible service, the third party **should** allow at least **one full annual cycle** (one C5 review) to elapse before auditing or assessing the same area. The company may set a longer period.

5.4 Other conflicts that must be declared

Situation	Treatment
Commercial relationship with technology or model suppliers (alliances, commissions, resale)	Written declaration at the outset. The third party does not recommend suppliers with which it has a relationship without declaring it in the recommendation itself.
Variable fees linked to value	They **should** be avoided when the third party itself measures or declares that value. If agreed, only on value **validated** by management control or by an audit independent of the third party.
Sale of proprietary tools	Written declaration. SEVEN-G does not require any specific tool; the reference tools are open (03 §2).
Third-party staff who move to the company or vice versa	The incompatibilities apply to the person during the cooling-off period.
Personal or corporate relationship with directors or executives	Declaration to the body commissioning the service.

5.5 Declaration of independence

At the start of every M3 or M4 service, and whenever the situation changes, the third party delivers a written declaration setting out: services provided to the client and its group in the last three years, relationships with relevant suppliers, fee structure, assigned staff and absence of incompatibilities under section 5.2. P41, Model C, is used.

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Use of the SEVEN-G name

6.1 What may be said

Situation	Appropriate wording
The service applies the essential rules (section 2.3) without relevant changes	"Service based on SEVEN-G (version 0.1), framework by Fernando García Varela, CC BY 4.0 ."
The service adapts the framework	"Methodology adapted from SEVEN-G (version 0.1). Changes from the original: ..."
The service uses only some components	"Uses the SEVEN-G sphere map and measurement rules (version 0.1)."
The company meets 01 §14	"[Company] declares that it applies SEVEN-G (version 0.1) since [date]."
A third party has reviewed that declaration	"SEVEN-G declaration of application reviewed by [third party] on [date], with a conclusion of [Conformant, Conformant with observations or Nonconformant]."

6.2 What may not be said

Wording	Why not
"SEVEN-G certified", "SEVEN-G certification", "certified company"	**There is no official SEVEN-G certification in this version.**
"Accredited consultancy", "official partner", "approved by SEVEN-G"	There is no accreditation or partner programme.
"Endorsed by Fernando García Varela" or similar certification claim	The licence does not authorise suggesting endorsement by the author (document 93).
"AI Act compliance guaranteed by SEVEN-G"	The framework maps obligations; it does not guarantee compliance with them.
"The client complies with regulation according to SEVEN-G" or any declaration or certification of a client's regulatory compliance on behalf of SEVEN-G or the author	The consultant may not declare or certify a client's regulatory compliance on behalf of SEVEN-G or the author: that responsibility lies with the organisation and, where applicable, with the professional who assumes it under their own signature. The consultant must pass the SEVEN-G legal notice on in their deliverables (document 93, section 11).

Wording	Why not
"SEVEN-G" applied to a service that omits essential rules without declaring it	It misleads as to the content of the service.
"Alternative to ISO/IEC 42001", "equivalent to a certification" or "compliant with ISO/IEC 42001 because it applies SEVEN-G"	SEVEN-G is an operating layer that helps put into practice what the standards require; it neither replaces nor certifies them; what it covers and what it does not is in the crosswalk of document 34 (section 9.1). Say instead: "Operating model that helps implement what ISO/IEC 42001 requires; certification is issued by an accredited body."

6.3 The declaration of application is not a certification

The declaration in 01 §14 is a **verifiable self-declaration**: it is made by the company itself, under its own responsibility, and must be demonstrable with the evidence for each of the seven conditions. A third party may review it and issue a **review report** (model M3), but that report:

- Is a professional opinion of the third party, with its scope, its sample and its date.
- Does not turn the declaration into a certification or grant any seal.
- Does not commit the author of the framework.

Template for a declaration of application (template P61):

Field	Content
Company and perimeter	Companies, areas and systems included.
SEVEN-G version	Number and date.
Date from which it is applied	
Core rules (01 §14.1)	For each of the fourteen: met or not met, and linked evidence.
Adaptations	Parameters changed (thresholds, time limits, maturity weights) and reason.
Exceptions	Systems under regularisation with a time limit approved in C2.
Approving body	Board or board committee, with date.
Independent review	If any: third party, date, scope and conclusion.

07

Service quality

7.1 Commitments

#	Commitment	How it is checked
1	**Declared version**	Every deliverable states the SEVEN-G version and the adaptations.
2	**Linked evidence**	Every relevant conclusion links to its evidence.
3	**Measurement rules**	Every amount has a formula and a status; released capacity is not added.
4	**No data declared**	Gaps are shown as such.
5	**Review by a second professional**	Each main deliverable is reviewed by someone not involved in preparing it.
6	**Confidentiality**	No client data or identifying feature appears in other work, examples or publications.
7	**Fictitious examples marked**	Any example figure or case is identified as fictitious or illustrative.
8	**No unsourced comparisons**	Market figures are not used without a verifiable source and date.
9	**Maintainable formats**	Deliverables are left in formats that the company can edit and maintain (editable documents, spreadsheets, JSON).
Sphere map and ambition levels (10)	**Transfer**	Each service includes how the company will continue without the third party.

7.2 Deliverable checklist

- ☐ States the SEVEN-G version, adaptations and credit for authorship in accordance with the licence.
- ☐ Uses the official terms in the glossary (translation guide and document 02).
- ☐ Maturity: each level with evidence; overall level calculated with the rule in document 11.
- ☐ Value: formula, status, separation of efficiencies, return and cost; validated proportion visible.
- ☐ Risk: scales and levels from the common specification; Critical residual risk identified.

- ☐ No proposed condition affects critical security controls, legal compliance or human oversight.
- ☐ Business language for the board (document 61).
- ☐ Reviewed by a second professional.
- ☐ No data from other clients; examples marked as fictitious.
- ☐ Regulatory content with the date of consultation and a notice that it does not constitute legal advice; includes the SEVEN-G legal notice (document 93, section 11.9) and does not declare or certify regulatory compliance on behalf of SEVEN-G or the author.

7.3 Service exit

On completion of any model, the third party delivers: registers and data in an open format, a list of evidence and its location, pending decisions and recommendations with an owner, and a note on open risks. The company must not need the third party to read or maintain anything that has been delivered. It is documented with P71.

08

What must not be promised

Promise	Why not	What to say instead
"You will obtain SEVEN-G certification"	There is no official certification.	"You will be able to declare that you apply SEVEN-G and, if you wish, submit the declaration to an independent review."
"We guarantee compliance with the AI Act "	Compliance depends on the company and on legal interpretations; the framework maps obligations.	"We help you identify the obligations, assign them to phases, roles and evidence, and check their status."
"You will save X % in costs" or "a return of X %"	There is no basis for figures prior to the diagnosis and no verifiable market benchmarks.	"We will measure the value of each use case against its baseline and separate what is validated from what is declared."
"You will be at maturity level 4 within a year"	Maturity depends on evidence that does not yet exist.	"We will set targets by dimension with the evidence that would demonstrate them and review them in C5."
"Your company will be transformed"	Transformation is evidenced through signals; it is not promised.	"You will know with evidence whether you are transforming or becoming more efficient, and you will be able to decide knowingly."
"Risk-free"	Every AI system has residual risk.	"Known residual risk, within the approved appetite, with tested controls."

Promise	Why not	What to say instead
"Our clients obtain on average..."	A claim that cannot be demonstrated without verifiable and authorised data.	Omit it, or present fictitious cases marked as such (document 92).
"Implementation in X weeks" without a diagnosis	The time limit depends on the starting point.	"Reference first implementation in ninety days, to be confirmed after the diagnosis."
"Method validated by the author" or "certified by the author"	The licence does not allow endorsement to be suggested.	"Based on SEVEN-G, framework by Fernando García Varela, CC BY 4.0 ."
"With SEVEN-G you will not need an audit"	The framework requires independent verification.	"SEVEN-G makes auditing easier because it leaves the evidence ready."
"SEVEN-G replaces ISO/IEC 42001 " or "with SEVEN-G you already have the certification"	They are different things: the standard says what must exist and is certified; SEVEN-G makes it work in each use case and does not certify (D25).	"Standards say what must exist; SEVEN-G is the operating layer that makes it work, use case by use case, and leaves the evidence ready; the crosswalk in document 34 says what it covers and what it does not."

09

Associated tools and templates

Name	Use in the models
Use case register (T01)	M2, M5
AI system inventory (T02)	M1, M2, M3
***Gate* manager** (T03)	M2, M3, M5
Transformation index calculator (T14)	M1, M4 (C5)
Maturity diagnosis (T15)	M1, M2, M4 (C5)
Portfolio sphere map (T16)	M1, M2
Board AI dashboard (T17)	M2, M4, M5
Board recommendations register (T18)	M2, M3, M4
AI thesis and risk appetite template (T19)	M2

Name	Use in the models
Role assignment record (P03)	M2, M3 (incompatibilities)
***Gate* decision record** (P29)	M3 (sampling)
C1 diagnosis report (P33)	M1, M2
C3 portfolio plan (P36)	M2 (regularisation plan)
Declarations of independence and conflicts of interest (P41)	M3, M4 (Model C)
Annual AI audit plan (P58)	M3
Audit working papers (P59)	M3
Audit report and finding records (P60)	M3
SEVEN-G declaration of application (P61)	M2, M3
Proposal and engagement letter (P70)	M1, M2, M3, M4, M5
Transfer plan and exit note (P71)	M1, M2, M3, M4, M5

10

Related documents

Document	Relationship
01 · Foundational methodology	Segregation of duties, incompatibilities and declaration of application (§14).
11 · Maturity model	Diagnosis in M1 and C5.
38 · AI audit framework	M3 method.
60 · Board pack	Deliverables of M2, M4 and M5.
61 · Board conversation guide	Role of the director or adviser with AI experience (M4).
62 · Recommendations and decisions register	Register of recommendations and independent assessment.
90 · Implementation guide	Content of M2.

Document	Relationship
95 · Local data and self-hosting	Where the data entered into the tools stays and how to set up a separate installation per client.
92 · Application cases	Fictitious cases for training and explaining the framework.
93 · Licence, use by third parties and citation	Terms of use and attribution.

11

Version control

Version	Date	Changes
0.1	16-09-2026	First version. Replaces the previous *engagement* guide, which used a different phase model, fees and undemonstrable outcomes. Defines the use of the framework by third parties, five support models, the independence rules, use of the name without certification, the quality commitments and what must not be promised.
0.2	01-10-2026	Positioning against the standards: in §6.2 and §8, do not present SEVEN-G as an alternative to ISO/IEC 42001 or as equivalent to a certification, with the right expression and reference to the crosswalk of document 34 (D151).

External sources cited

Links to the official or primary source, checked before publication. Always verify the version in force on the date of use.

Regulation (EU) 2024/1689 of the European Parliament and of the Council of 13 June 2024 laying down harmonised rules on artificial intelligence (Artificial Intelligence Act) · https://eur-lex.europa.eu/eli/reg/2024/1689/oj/eng · Parlamento Europeo y Consejo de la UE · 13-06-2024

ISO/IEC 42001:2023 Information technology — Artificial intelligence — Management system · https://www.iso.org/standard/42001 · ISO/IEC (JTC 1/SC 42) · 18-12-2023

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