



REFACTORY

Legacy to cloud-native, on contract.

C A R T O G R A P H E R · A R C H I T E C T · M I G R A T O R · V E R I F I E R · C U T O V E R P I L O T · C O N C E R T M A S T E R

Six agents. One operator. Weeks, not years.

T H E T R I G G E R

Migrations are economic events.

Nobody migrates because they want to. They migrate because the original economics broke — and the response window is the whole game.

V E N D O R D E C A Y

The pricing model went predatory.

Cloudera, Oracle license audits, VMware post-acquisition, SaaS renewal hikes. Yesterday's rational target is today's hostage situation. The trigger arrives in a renewal email.

P L A T F O R M S U N S E T

The substrate is going away.

Support contracts end. Mainframe operators retire. Frameworks reach end-of-life. The migration deadline is set by someone else, and the calendar doesn't move.

C O M P L I A N C E S H I F T

The rules changed retroactively.

New accreditation gates. New review boards. New artifacts that didn't exist at kickoff. The institution catches up to the architecture, and "done" gets redefined mid-flight.

B O T T O M L I N E

Refactory compresses response time from years to weeks. That's the entire product.

T H E P I P E L I N E

Six agents. One contract. Parity proven.

Each agent owns one part of the loop. The Concertmaster coordinates the pipeline; the operator directs the Concertmaster.

Cartographer



M A P S T H E L E G A C Y

Reads the codebase, infers shape, surfaces gating risk. The \$10K Assessment ships from this agent alone.

Architect



T A R G E T T O P O L O G Y

Maps legacy to whatever target the customer is pointed at. Keystone is the optimized attach, not the required target.

Migrator



D O E S T H E R E F A C T O R

Parallelizable across modules. The work itself, executed by agent, supervised by the operator.

Verifier



P R O V E S P A R I T Y

Legacy is correctness oracle. Surfaces discovered defects with a named protocol (see next slide).

Cutover Pilot



R U N S T H E S W I T C H

Runbook, dry-runs, rollback path. The switch is the moment the contract gets paid against.

Concertmaster



C O O R D I N A T E S T H E L O O P

The orchestra's deputy. Routes between agents under operator direction. Not a Conductor — that's the human role.

T H E C O N T R A C T

Parity is the floor. Discovery is named.

Refactory's contract is parity-to-legacy. The legacy app is the correctness oracle. Discovered defects get a protocol — never a surprise.

P A R I T Y I S T H E C O N T R A C T

What the legacy does, the refactor does.

The Verifier treats the legacy application as the correctness oracle. Outputs that differ are defects until proven otherwise.

No "improvements smuggled in." No "fixed while we were in there." The customer gets what the customer had — running on cloud-native infrastructure, at a fraction of the cost, in a fraction of the time.

D I S C O V E R E D D E F E C T S

Surfaced. Categorized. Never silently fixed.

Verifier flags legacy behaviors that appear unintended. Each gets categorized:

- **Intended-but-undocumented** — preserve as-is
- **Bug, customer wants fixed** — priced change request, in-engagement
- **Bug, customer wants preserved** — documented, deferred in writing

T H E S P A N S

Three tiers. Three buyer questions.

Each Span answers a different decision the buyer is facing. Pricing reflects the decision, not the cost.

\$ 1 0 K · A S S E S S M E N T

Go / no-go verdict.

"Should we do this at all?"

One-page report. Refactorable yes/no, rough shape, gating risk, recommended next tier.

AGENTS Cartographer

OPERATOR 2 – 4 operator-hours

\$ 2 5 K · A S S E S S M E N T

Scoped Engagement quote.

"What will it cost, and how long?"

Target topology mapped to primitives. Fixed-price Engagement quote in the \$80K – \$250K band.

AGENTS Cartographer + Architect

OPERATOR 6 – 10 operator-hours

\$ 1 0 0 K · P I L O T P O C

Working refactor of one module.

"Show me it works on our code."

Full pipeline on one bounded module. Parity proof, runbook, 30-day support window.

AGENTS Full pipeline, one module

OPERATOR 30 – 50 operator-hours

B O T T O M L I N E

\$25K Assessment scopes Engagements in the \$80K–\$250K range. The healthy band is 1:3 to 1:10.

T H E R E C E I P T

\$3.46 in API. 2.9 hours of operator oversight.

End-to-end pipeline run against an OSS Java Spring Boot codebase.

Verifier surfaced eight findings — caught two the Migrator missed.

Each finding signed off before cutover. The blocker is the receipt.

Slice economics: \$3.46 in API + 2.9 hours of operator oversight. Traditional consulting equivalent: \$9K–\$14K. The premium is for productivity compression, anchored in receipts.

T A R G E T T O P O L O G Y

Pluggable. Not Keystone-locked.

The Architect agent maps legacy to the customer's target — whatever that target is. Keystone is the optimized attach, not the required destination.

T A R G E T F A M I L I E S

Whatever the customer is pointed at.

- AWS native (Lambda · Step Functions · Bedrock)
- Azure / GCP native equivalents
- Private platforms / on-prem cloud-native
- Hybrid topologies with named seams

K E Y S T O N E A T T A C H

The optimized default.

- Day-one working substrate, designed to NIST 800-171
- 108 AWS resources, ~100 seconds deploy
- \$0.20 per tenant deploy, p95 317ms at 173 RPS
- Recurring license on the back end

W H Y P L U G G A B L E

The market is bigger than one substrate.

- The target moves mid-engagement. The Architect re-anchors.
- Refactory's TAM is "everyone with legacy code," not "everyone who chose Keystone."
- Keystone wins on merit when it wins. Pluggability protects the engagement.

B O T T O M L I N E

Refactory sells the engagement on its merit. Keystone wins the back-end on its merit. Different sales.

T H E C O M P E T I T I O N

Three approaches to the same engineering problem.

Modernization without the institutional drag. Different economics. Different honesty.

B I G - F I R M M O D E R N I Z A T I O N

Accenture, Cognizant, Infosys, TCS.

FTE-driven economics. Months to years on the calendar. The pricing assumes a building full of people.

The deliverable: a working refactor. The contract: time and materials. The parity test: not part of the engagement.

B O U T I Q U E M O D E R N I Z A T I O N

ThoughtWorks. Pivotal Labs alumni.
Similar.

Hourly-billing economics. Weeks to months. Smaller teams, sharper craft, real pride in the work.

The deliverable: a working refactor. The contract: hours billed. The parity test: not part of the engagement.

R E F A C T O R Y

Six agents. One operator. One contract.

*\$3.46 in API + 2.9 hours of operator oversight on a slice. API spend roughly three orders of magnitude below the consulting floor. Verifier catches what **implementation misses**.*
The deliverable: a working refactor PLUS a customer-signed parity artifact. The contract: parity. The blocker is the receipt.

T H E O R I G I N S T O R Y

Seven years. \$250 million.

Refactory exists because the architect built this once, the hard way, and learned exactly which parts of the loop weren't engineering.

THE CREDENTIAL

\$4B+

ABMS CONSORTIUM

Chief Engineer, Digital Infrastructure

\$303M

NETWORK MANAGER

Capture win, USAF program of record

\$250M

FIRST IN-BRANCH C2S

Lead architect, intel system to AWS classified

\$3M

IRAD PROGRAM

Principal investigator, modernization prototype

LESSON 1

Migrations are economic events.

Vendor pricing decay. Platform sunset. Compliance shift. The trigger is always economic.

LESSON 2

The target topology is a moving target.

The destination evolves mid-engagement. Refactory's Architect maps to pluggable targets that re-anchor as reality moves.

LESSON 3

Most of the cost is institutional drag.

Compliance gates, review boards, vendor renegotiation. AI workers under one operator strip the orchestration out.

B O T T O M L I N E

Seven years of learning. Refactory applies the lesson in weeks.

T H E P R O O F P I L O T

Shopizer / Catalog. Public at launch.

OSS Apache 2 Spring Boot e-commerce, ~108K LOC. Slice 1 (reference data, 6 modules, ~1,000 LOC) shipped end-to-end. Public artifact lands on launch day.

W H A T T H E P I L O T S U R F A C E D

Eight findings. One blocker. Customer-signed.

- 1 blocker — auth gap caught before Lambda surface shipped
- 2 Migrator-missed defects — caught by independent Verifier
- 1 Migrator-soft-pedaled finding escalated to blocker by Verifier
- 4 majors — accept-with-deferral, customer-signed
- 3 minors — fix-in-target, ship-ready
- \$3.46 in API + 2.9 hrs operator vs \$9K–\$14K traditional consulting — orders of magnitude below the consulting floor

W H Y I T M A T T E R S

The blocker is the case study.

Refactory's claim isn't generate perfect code. It's surface every gap honestly — with severity and disposition — before any cutover. The independent Verifier is structurally separate from the implementer Migrator, so it has no incentive to grade favorably. In this slice, it caught two real defects and escalated a third the implementation soft-pedaled.

That is what customers buy: a structured-signoff artifact at the end. No consulting firm produces one because parity isn't their contract. Public artifact at github.com/atkinsonb2/shopizer-refactory-pilot lands on launch day.

B O T T O M L I N E

The pipeline ran. The Verifier caught. The customer signed. That's the marketing.

W H O I T ' S F O R

Three buyer profiles. One trigger pattern.

Refactory's buyer has a migration trigger they didn't choose and a calendar that won't move. Title varies. Pressure doesn't.

C T O / V P E N G I N E E R I N G

Mid-market or enterprise.

"We know we need to modernize. We have funding. We cannot afford to do it badly."

\$25K Assessment → \$80K–\$250K Engagement.
Pluggable target. Parity contract.

P E O P E R A T I N G P A R T N E R

Portfolio-company modernization.

"This platform got bought; its substrate is going away by Q3. We need a defensible path."

\$10K Assessment for go/no-go across portfolio.
Engagement per platform that passes.

F E D E R A L / C O M M E R C I A L

Cloud migration with compliance gates.

"The compliance posture is moving. The architect we hired in 2022 is not the architect we need in 2026."

\$100K Pilot PoC to prove the pattern on one module.
Engagement scales from the pilot.

B O T T O M L I N E

Different titles, same trigger. The Assessment is the conversation; the Engagement is the work.

THE THROUGHLINE

This is what the operating model produces when pointed at legacy.

Six agents on one contract. The Verifier catches what the Migrator misses. Parity is the floor, not the ceiling.

END-TO-END COST

\$584

SLICE

\$3.46 API plus 2.9 operator hours, on a real OSS Java Spring Boot codebase. Versus \$9K to \$14K traditional consulting on the same slice. 15-24× cheaper.

VERIFIER FINDINGS

3

CATCHES

Eight findings on slice one. Three of them caught by Verifier that the Migrator missed. The blocker is the receipt the customer pays for.

CYCLE TIME

WEEKS

NOT YEARS

Migrations that took years on FTE-driven economics take weeks on agent-on-contract economics. Different math. Different calendar.

T H E A S K

Start with a Span.

Three engagement shapes. The first conversation usually clarifies which.

\$ 1 0 K

We're unsure if it's even refactorable.

- Cartographer only
- One-page verdict
- 2–4 operator-hours
- Recommended next tier

Start the Assessment →

\$ 2 5 K

We need a fixed-price Engagement quote.

- Cartographer + Architect
- Target topology mapped
- 6–10 operator-hours
- Engagement quote \$80K–\$250K

Scope the Engagement →

\$ 1 0 0 K

Show me the technique on our code.

- Full pipeline, one module
- Parity proof + runbook
- 30–50 operator-hours
- 30-day support window

Book the Pilot →