LEGACY SIGNAL

Your closed company's records may be worth $100K or more

GET YOUR FREE REVIEW

Get your free review at legacysignal.ai. No files or passwords — just a short description. We'll follow up from there.

AI companies license old business records (de-identified) to train and test AI agents — including building interactive workplace sandboxes from real workflows, not only reading static documents. Published buyer ranges for approved data packages run from roughly **$100K to $3M+**.

For a closed company, a license is usually a one-time payment for a scoped package — not a subscription or ongoing royalties. Ranges are published by buyers. They are not an offer or a guarantee. Not every buyer uses the same methods; SOPs alone do not guarantee a payout.

QUICK QUALIFIER first call — no confidential file dump yet

- 50–1,000 employees at peak
- 3+ years of operating history
- Records mostly in English
- US-based (preferred)
- Whole-company close, within about 24 months (or Ch. 7 / WARN)
- Authority to license (owner/board/trustee) — not only custody of logins

Knockout questions (stop if "no"): (1) Systems still exist and someone can log in or export (help desk, CRM, project tools, shared drives) — wiped or lapsed with no export = stop. (2) Real written work (tickets with replies, projects, documents), not just calendars or email. (3) Someone can sign off, and there is no lien, prior sale of the data, or contract that forbids a license. **Pre-check before any buyer:** a dashboard screenshot or count report, not the data itself.

Go if the points above are met and systems are reachable with real written work and a signer. **Maybe** if most filters are met but headcount, dates, access, or authority still need confirming. **No-go** if a hard filter fails, systems are gone with no export, there is no written work, or no one can sign. A "Go" is not an offer. Some reviews end with no offer, and the smallest companies rarely make it through. We do not quote a percentage.

WHAT SELLERS MIGHT EXPECT published buyer ranges, not an offer or guarantee

YOUR RECORDS	PUBLISHED RANGE	BASIS
Smaller or partial records	**~$10K–$100K**	Based on published buyer ranges
Mid-size firm with a complete package (chat, CRM, and tickets)	**$100K–$500K**	Based on published buyer ranges
Large or highly unique datasets	**$500K–$2M+**	Based on published buyer ranges

These ranges are typically for a one-time license, not recurring payments. Size alone does not set the price. A mid-size firm with a complete, multi-year package can land in this middle band or higher, depending on completeness and fit. Prefer **linked** messages/tickets/SOPs/orders (problem→action→outcome) and workflow diversity — not raw GB. Stable IDs/timestamps help. CAD/BIM/ERP: specialist inventory only; no guaranteed acceptance or payout. These figures are published ranges, not an offer or a guarantee.

HOW BUYERS LOOK AT SIZE they screen first, then they price — not by raw GB or a single record count

They screen first on fit

Before volume matters, buyers look at peak headcount (about 50–1,000 employees), years of operating history (typically 3+), whether the main systems still exist and someone can log in or export, whether there is real written work, and whether someone has authority to license. A very large file dump from a company that misses those filters usually does not get priced.

They price completeness, not gigabytes

What typically moves a package into a published range is a complete, multi-year set that links across tools — chat, tickets, CRM, and procedures that show problem → action → outcome — plus workflow diversity. Storage size and a single total record count are weak signals on their own. Long, continuous history on the same system tends to help more than many short ones — a tendency, not a rule.

A breakdown by system beats one total

"About eight years of Slack, 12,000 tickets with replies, five years of CRM" tells a buyer more than "2 TB" or "a million records." Counts or storage already visible on an admin or billing screen can help a buyer scope later. They do not prove value, quality, or the right to license.

Do not export, copy, or send contents just to size them, and do not pay for special tools just to get a number. Unknown is fine — you can mention what you know when you get your free review.

DATA INVENTORY typical systems, roughly most valuable first. Get your free review at legacysignal.ai.

Chat & email
Slack, Microsoft Teams, Google Chat; Gmail / Google Workspace, Outlook / Microsoft 365

Support & IT ticketing
Zendesk, Freshdesk, ServiceNow, Jira Service Management, Intercom, Help Scout. **Tickets with resolutions are especially valuable.**

CRM & sales
Salesforce, HubSpot, Pipedrive, Zoho, Dynamics: deal history, activities, notes

Projects & tasks
Jira, Asana, Monday.com, Trello, ClickUp, Basecamp, Smartsheet

SOPs & playbooks
Standard operating procedures, playbooks, process manuals, decision trees, escalation and exception guides. Written rules alone are instructions; they become more useful when linked to real cases (ticket, order, CRM handoff) that show the action and the outcome.

Knowledge base & docs
Confluence, Notion, SharePoint, Google Drive, Dropbox, internal wikis; templates, training materials, product docs

Finance & field ops
QuickBooks, NetSuite, Xero; invoicing; work orders, dispatch, call-center QA; recruiting / ATS

Code & engineering
GitHub, GitLab, Bitbucket, including issues and pull requests

Other industry-specific systems & project files (optional — buyer fit checked separately)
CAD=computer-aided design (e.g. AutoCAD). **BIM**=building information modeling; **Revit**=common BIM software (richer than a flat PDF). **ERP**=enterprise resource planning (e.g. NetSuite, SAP, Dynamics) — system logs and records of how work ran. **Supply-chain traces:** purchase orders, inventory movements, production events, shipments, delays and how exceptions were resolved. Prefer files/logs with linked decision → action → outcome. Also name dispatch, estimating, other design tools. **Often cannot license:** client-owned drawings/seals, third-party libraries, security-sensitive models; partner/customer pricing, contracts and commercial confidentiality. Buyer acceptance is not automatic (some published buyer lists do not name CAD/BIM/ERP logs).

WHAT MAKES DATA MORE VALUABLE

- **Linked history**: messages ↔ tickets ↔ SOPs/orders with stable IDs and timestamps
- **Problem → action → outcome**: what went wrong, what staff did, how it ended
- **Workflow diversity**: exceptions and edge cases across tools — not one huge similar dump
- **Coverage**: multi-year continuous projects, not only orphaned PDFs
- **Real messiness**: overrides, broken orders, Slack constraints next to the “official” doc

Illustrative (not a real customer): escalation policy + ticket thread + resolution; order exception + decision + result; CRM handoff + closed/lost. Buyers use messy linked history as seed material for practice environments — not a promise SOPs alone pay out.

RIGHTS, PRIVACY & WHO CAN SIGN

- **Authority ≠ custody:** holding passwords is not the same as the right to export or license
- Counsel should clear confidentiality, privilege, client NDAs, court/trustee limits, and liens before samples
- Buyers typically de-identify personal/customer info; use is for AI train/eval — not recreating the business
- Nothing leaves without a signed agreement; the company/estate keeps ownership of underlying records
- **First step:** get your free review at legacysignal.ai, then a short call — no raw confidential dump until rights are screened

Not legal advice. Client-owned, privileged, or commercially confidential material may be excluded.

ACT FAST: DON’T LET IT GET DELETED

- **Slack (free plan)** deletes messages older than 1 year. Paid Slack plans keep history unless a retention policy was set.
- **Microsoft 365** data is typically deleted within a few months after a subscription lapses.
- **Google Workspace** and **GitHub** organizations can be deleted after non-payment.
- Keep the accounts paid and active
- Don’t mass-export or delete; wait for a rights screen before any sample
- Keep the admin logins
- Note who has authority (owners, board, trustee)

HOW IT WORKS

1
Get your free review at legacysignal.ai

2
We match you with vetted AI data buyers

3
Buyer reviews a sample under NDA and makes an offer

4
You approve, transfer, and get paid — usually a one-time payment

No Legacy Signal fee to the seller, even if a buyer is found. Buyers pay Legacy Signal, not you. Payment to the seller is usually one-time, not an ongoing fee. Outside counsel/IT costs may still apply. Buyer-paid referral fees are not deducted from the seller payout we quote here.

SHORT RIGHTS CHECK
questions on the free review — yes, no or not sure is fine. Do not send files.

- Who owns or controls the records now: an owner, the board, a trustee or an executor — not only someone who still has the logins
- Whether the records include personal, health or financial information, or material that belongs to a client
- Whether customer terms or privacy policies limit sharing or licensing
- Whether identifying details can be removed before anything leaves, or whether help would be needed

ADMIN ACCESS & DELETION DATES

Useful to mention when you get your free review if you already know them. Unknown is fine. Do not send passwords or files.

- Who controls each admin account now (name/role)
- Subscription renewal or expiry date per system
- Any announced deletion, retention-policy, or lapse date
- Systems already lost or migrated (what and when)

PAYMENT SAFETY
proposed written policy

- Agree in writing how payment details are verified **before** any money moves.
- Any new or changed bank/wire instructions are confirmed by a call-back on a phone number verified earlier — **never by email alone**.
- Legacy Signal does not ask sellers to change payment instructions by email.

WHAT DE-IDENTIFICATION LOOKS LIKE
fictional example

Original — stays with you
From: Jenna Ruiz (jenna@northpinehvac.com) to Carl Banks, Banks Dental, Elm St.
“Tech Marco (555-0142) replaced your rooftop unit compressor Tue; warranty #W-88213. Only dental office on Elm with that unit.”

De-identified copy — what a buyer might receive
From: [Staff_04] ([EMAIL]) to [Customer_217], [Business_type: clinic], [Street].
“Tech [Staff_11] ([PHONE]) replaced the rooftop unit compressor [Day]; warranty [WARRANTY_ID]. [Indirect detail removed].”

- Removes direct identifiers (names, emails, phones, account/warranty numbers) **and** indirect ones (rare details that point to one person or business).
- Placeholders stay consistent so the work still makes sense; who holds any key linking placeholders back is agreed in writing.
- No method guarantees zero re-identification. You review the method and an approved sample before anything is released.

Fictional names and details. Not legal advice. Counsel and a technical reviewer confirm scope, exclusions and the de-identification method for each deal.

GET YOUR FREE REVIEW

Ready to see whether a review is worthwhile? **Get your free review at legacysignal.ai**. Tell us about the company and the systems you still have. Please do not attach files or send passwords. There is no cost to you.

Legacy Signal legacysignal.ai · hello@legacysignal.ai

Figures reflect published ranges for a typical one-time license and are not an offer or guarantee. No guaranteed acceptance or payout. Legacy Signal is an independent matching desk: no Legacy Signal fee to the seller, even if a buyer is found; buyers pay Legacy Signal, not you. Buyer-paid referral fees are not a seller payout split we quote here. Outside counsel/IT costs possible. De-identification does not clear all rights or privilege issues.