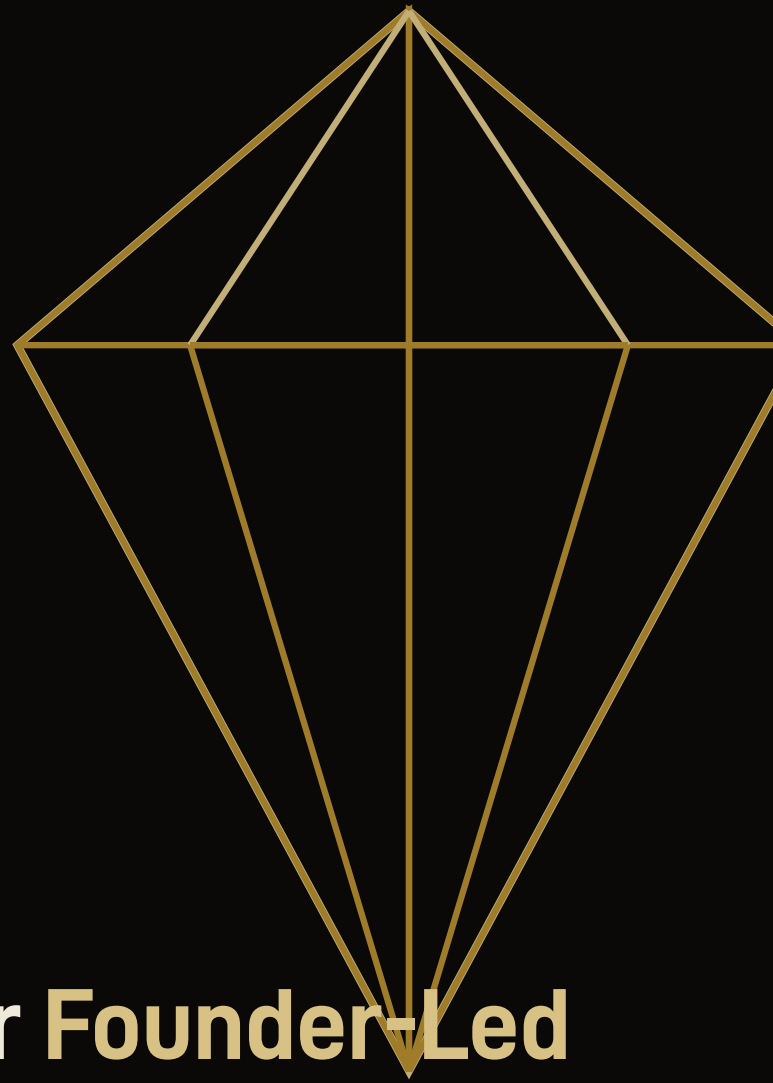


TECHNOLOGY & STRATEGY



Local-First AI for Founder-Led Companies.

Own your data and your tools — why the smartest small companies are running AI on hardware they control.

THE SHIFT

The cloud isn't the only place to run AI — and for your most sensitive work, it shouldn't be **the default.**

"Local-first" means your data and your AI workloads live on hardware you own, by default — using the cloud only for tasks you deliberately choose. For a founder-led company handling client IP and proprietary knowledge, that's not paranoia. It's good business.

This guide explains the case in plain terms: what you gain, what it costs, and how a modern small machine quietly replaces a stack of subscriptions.

WHO THIS IS FOR

Founders of \$2M–\$5M companies who care who can see their data, are tired of per-seat pricing that scales against them, and want tools they actually own.

What's inside

- 1. The three reasons it wins.** — Ownership, cost, and trust. 03
- 2. The honest trade-offs.** — Where the cloud still makes sense. 04
- 3. A starting setup.** — What a practical local-first stack looks like. 05

PART ONE

The three reasons it **wins**.

1. Ownership

When your knowledge lives on your hardware, there's no ambiguity about who controls it. No vendor can change terms, raise prices, deprecate a feature, or get breached with your data inside. Your company's judgment — its most valuable asset — stays yours.

2. Cost that doesn't scale against you

Cloud AI is priced per seat and per token. Grow the team, grow the bill — forever. A capable local machine is a fixed, one-time cost that serves the whole team. The math flips quickly.

1×

Fixed hardware cost vs. recurring per-seat fees

0

Data sent to third-party clouds by default

∞

Seats served by one machine on your network

3. Trust you can sell

"Your data never leaves our hardware" is a sentence that wins deals. For clients with their own privacy obligations, local-first turns a security questionnaire from an obstacle into a selling point.

"For the work that matters most, the question isn't '**is the cloud good enough?**' — it's 'who do you want holding your company's brain?'"

PART TWO

The honest trade-offs.

Local-first is a default, not a religion. Being clear-eyed about the trade-offs is what makes it credible.

WHERE LOCAL WINS

Sensitive data · steady workloads ·
predictable cost · privacy commitments ·
long-term knowledge you must own.

WHERE CLOUD STILL FITS

Bursty, massive compute · occasional heavy
jobs · capabilities no local model offers yet.
Use it deliberately, for those tasks.

The hybrid answer

The strongest setup is local-by-default with optional, explicit cloud routing — sensitive and everyday work stays home; you reach for the cloud only for specific tasks you approve. You get ownership *and* reach, without making the cloud the resting place for your data.

THE PRINCIPLE

Default to local. Reach for the cloud on purpose, never by accident. Every byte that leaves your network should be a choice you made — not a default someone else set.

PART THREE

A practical starting setup.

You don't need a server room. A modern small-form desktop is enough to run capable AI for a whole small team.

1 One capable machine

A compact desktop with plenty of unified memory sits on your network and does the work. Fixed cost, owned outright.

2 Local models for everyday work

Drafting, summarizing, search across your own documents, and your decision ledger — all without sending data out.

3 Your knowledge, indexed locally

Point it at your own files and decisions so answers are grounded in *your* context, not the public internet.

4 Optional, explicit cloud

For the rare heavy job, route out deliberately — with full awareness of what's leaving.

THIS IS HOW ADAMAS IS BUILT

Local-first by design: your vault and decision ledger run on hardware you own. ADAMAS uses optional hybrid routing only for tasks you explicitly approve — so ownership of your company's knowledge is never in question.

ADAMAS_α FALCON INTELLIGENCE GROUP

OWN YOUR COMPANY'S BRAIN

Local-first, decision-first.

ADAMAS is the decision ledger that turns scattered company knowledge into a compounding business brain — running on your hardware, not someone else's cloud.

Start with a **Clarity Audit**: we map where your knowledge is trapped and deliver a report you can act on.

The Clarity Audit — \$1,000, credited toward your build.

[Book your Clarity Audit →](#)

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