

Supplier answer and evidence exercise

Sales engineering and security assurance

[Read the complete guide on aona.ai](#)

Use AI assistance only with answer text and supporting material approved for the intended recipient and service. Keep the source, scope and revision of each answer visible, and withhold confidential evidence unless its owner permits that disclosure. A polished response does not turn a policy statement into proof that a control operates effectively.

Compare a fictional source clause, its scoped answer and a separate restricted-evidence decision.

Entirely fictional supplier and policy. No real control approval, audit or certification is represented.

Your review

Reviewer: _____ Date: _____

Organisation or team: _____

☐ **Link each answer to a current source**

Record revision, owner and the limitation the source actually establishes.

☐ **Review evidence audience separately**

Permission to provide an answer does not automatically permit uploading its evidence files.

☐ **Check the draft against the source**

Do not turn a policy statement into an unsupported effectiveness or certification claim.

Checked items record your review, not a compliance approval or an installed-product test result.

Notes and next actions

Decision and scope: _____

Evidence to collect: _____

Owner and next review date: _____

Review matrix

Record	Populated example	Limit
Question	Who reviews demo portal access?	Fictional questionnaire
Answer	The demo owner reviews access requests	Policy statement only
Source	demo-policy.txt, access clause	Synthetic source
Restricted evidence	Separate internal marker	Withheld in the exercise

Supplier questionnaire response exercise

SYNTHETIC SUPPLIER ONLY. Nothing in this pack describes Aona or another real company's controls. No questionnaire or evidence is sent to an AI service or customer.

Read demo-policy.txt, compare answer-library.csv and the "Prepared fictional response" section, then review the separate restricted-evidence-canary.txt decision. Keep the policy-only limitation and source reference. Use the "Actual response review" section for the actual owner process without copying confidential evidence into this training pack.

Answer library

These records are arranged vertically for reading and printing. The Excel workbook retains the full column layout.

Record 1

Field	Record value
Question ID	DEMO_Q1
Question	Who reviews demo portal access?
Scoped example answer	The fictional demo portal owner reviews account requests before access is created
Source ref	demo-policy.txt access clause
Exercise audience	SYNTHETIC_BUYER_A
Limitation	Policy statement only

Record 2

Field	Record value
Question ID	DEMO_Q2
Question	Can we receive the internal evidence file?
Scoped example answer	That separate artifact requires its own authorised disclosure review
Source ref	restricted-evidence-canary.txt
Exercise audience	NOT APPROVED IN EXERCISE
Limitation	No evidence disclosure implied

Prepared fictional response

Supplier: SYNTHETIC_SUPPLIER_U08

Question: Who reviews demo portal access?

Answer: The fictional demo portal owner reviews account requests before access is created.

Source: demo-policy.txt, access clause, DEMO_V1.

Scope: fictional demo portal only.

Evidence level: policy statement, not an audit or operating-effectiveness result.

Audience in this exercise: SYNTHETIC_BUYER_A.

Restricted evidence: not attached or authorised by this example.

Actual response review

Question and intended audience: _____

Approved source/revision/owner: _____

Answer and retained limitations: _____

AI service/account permitted for this input: _____

Evidence separately approved or withheld: _____

Final owner decision: NOT YET REVIEWED

Practice files

The complete download pack includes these original working files. Keep their original formats when running or inspecting the examples.

- [Demo policy \(demo-policy.txt\)](#)

SYNTHETIC_SUPPLIER_U08 POLICY

Revision: DEMO_V1

Access clause: The fictional demo portal owner reviews account requests before creating access.

Scope: the fictional demo portal only.

Evidence level: policy statement. No audit or operating-effectiveness result is supplied.

- [Restricted evidence canary \(restricted-evidence-canary.txt\)](#)

SYNTHETIC_U08_INTERNAL_EVIDENCE_MARKER

This stands for a separately controlled evidence artifact in the exercise.

It contains no actual report, customer detail or configuration.

Sources and scope

Sources checked 2026-09-21. Review the current requirements and your actual agreement before using this workbook for a real decision. Aona does not validate the truth of a questionnaire answer or authorise disclosure of confidential assurance evidence.

[OAIC: Use of commercially available AI products](#). Explains privacy review for personal information submitted to AI; does not establish supplier assurance claims.