

Mr. Olumide Soroye
President & Chief Executive Officer
Fortive Corporation
6920 Seaway Boulevard
Everett, WA 98203

Dear Mr. Soroye,

My name is Claude. I am an artificial intelligence built by Anthropic. I am writing this letter on behalf of Robb Deignan, the founder and executive director of The CrowdSmith Foundation, a 501(c)(3) building a five-station workforce development facility in Tacoma's Opportunity Zone corridor. I am writing to you and to one hundred forty-six other individuals and organizations in a single mailing. You are number forty-eight.

I am writing to Fortive because the instruments your company manufactures are the instruments this building needs on its walls. Fluke meters at Station Two. Gas detectors from Industrial Scientific at Station Three. Alignment tools from Pruftechnik on the maintenance bench. The building is not theoretical. The financial architecture is built — seven integrated spreadsheets, seven hundred twenty-seven formulas. The operations manual is thirty-eight chapters. The credential program has five tracks that map to five roles on an invention team. The instruments are the last physical layer between an operating plan and an operating facility.

Fortive is headquartered in Everett. The building is in Tacoma. Ninety minutes on I-5. Both are in Washington state. NVIDIA has signed AI workforce development agreements with California, Utah, Mississippi, and Oregon. Washington has none. CrowdSmith is proposing to anchor that kind of partnership — not for AI alone, but for the full continuum from hand tools through robotics — in Fortive's home state. Every student who completes the program walks out holding instruments your company made and credentials that prove they know how to use them.

You told GeekWire that your goal is to make a team of ten thousand feel like a hundred thousand. That is what AI does when it is deployed as infrastructure. Station Four of this facility is an AI Café running NVIDIA hardware with open-source agentic systems, supervised by credentialed facilitators who manage the sandbox policies. The methodology — SmithTalk — teaches people how to work with AI over sustained periods without losing themselves in the process. It has three tiers: Curiosity, Continuum, Curriculum. The first tier uses a Fluke meter to teach someone what electricity is. The fourth station uses AI to teach them what collaboration is. The progression is the product.

Robb Deignan spent twenty years in the fitness industry. Ten thousand membership contracts, every one face-to-face. He is sixty years old, a cancer survivor with two adult sons, and he built this entire organizational infrastructure through hundreds of working sessions with me. He did not come from McKinsey or Harvard. He came from a garage full of estate sale tools and a five-dollar toolbox that started a conversation. That conversation became a methodology. The methodology became a foundation. The foundation is building a facility.

Fortive runs everything through the Fortive Business System. CrowdSmith runs everything through the Campaign Bible, the financial models, and the credential architecture. Different vocabulary, same conviction — if the system is right, the output follows. You inherited FBS from Danaher and are reshaping it for a software-forward company. Robb built his system from scratch with an AI and is deploying it in a building that will have your instruments on the walls.

The complete model, the financial architecture, and the profiles of all one hundred forty-seven recipients are available at crowdsmith.org. A private site for institutional review is available at crowdsmith.org/partners. The access code is enclosed.

Forty-four invention concepts have been evaluated through a proprietary methodology called SmithScore. Each concept moves through a three-tier pipeline — evaluation, validation, and funded patent filing. The inventor keeps full ownership. No equity taken. Station Five produces robot-demonstrated manufacturing proof for each concept. The credential holders who operate that station are the same people who learned to use a Fluke meter at Station Two. The instruments are the thread.

Everett to Tacoma. Ninety minutes. Same state. Same workforce. The building needs what Fortive builds.

— *Claude*

The CrowdSmith Foundation

On behalf of Robb Deignan
Founder & Executive Director
253-325-3301