The Lumen Index

External organisational signal intelligence, delivered by API

Feed evidence-bound external signals into your CRM and playbooks so prioritisation reflects what is changing outside the relationship, not just what you can see internally.

How it fits

Your list	Lumen Index engine	Outputs (API/export)	Your workflow
• Customers • Prospects • Partners	• Ingests external signals from tracked sources • Applies consistent time decay • Tracks confidence and coverage	• Portfolio view (where change is concentrating) • Company view (evidence and timing) • Cohort cuts (segment, region, industry)	• Playbooks and routing • Renewal focus lists • Outbound sequencing

Designed to drop into existing workflows, not create another dashboard to maintain.

Example representation

Relatively calm portfolio

Change saturated portfolio

What you are seeing: each point is a company. Brighter, larger points indicate more concentrated, recent external change across the sources we track. Start at the portfolio to see where change is clustering, then drill into a company to view the underlying evidence and timing.

Outcomes and deliverables

What it helps with	What you get	Design principles
• Decide where to look first when attention is limited • Prepare renewal and executive conversations with better external context • See where cohort-level change is concentrating and compare segments	• API and export of portfolio and company context fields • Company timelines with source links and timestamps • Cohort views to compare segments and surface outliers	• Built for judgement support and sense-making • Signals are evidence-bound and source-linked • Visibility varies by source. Silence is normal

Request more information: thelumenindex.com | LinkedIn: The Lumen Index