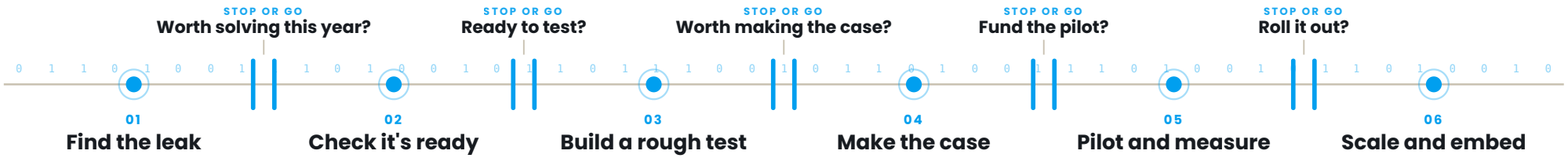
FREE TOOL

From idea to results

Six stages and five decision points, each one a chance to stop before the money and the reputation are committed.



DECISION 1

Worth solving this year?

GOING ON COMMITS

A fortnight of people's time on a readiness review.

STOPPING HERE

Park it and go back to the list. It is not the biggest leak.

DECISION 2

Ready to test?

GOING ON COMMITS

A build, and whatever a rough test costs you.

STOPPING HERE

Fix the access or the oversight first. Nothing downstream works without it.

DECISION 3

Worth making the case?

GOING ON COMMITS

Senior attention, and a business case with your name on it.

STOPPING HERE

It does not do this job here. That is a cheap thing to have learned.

DECISION 4

Fund the pilot?

GOING ON COMMITS

The pilot budget, and a promise to the people who would use it.

STOPPING HERE

The numbers do not hold. Better found now than in a steering group.

DECISION 5

Roll it out?

GOING ON COMMITS

The contract, the rollout, and changing how people work.

STOPPING HERE

Pausing is not failure. Carrying on because stopping would be embarrassing is.

01

Find the leak

- Ask where you are losing value, not what AI could do for you.
- Put a rough cost on it, and name the person who owns it.

YOU COME OUT WITH

A problem worth solving, with an owner and a number.

Worksheets 1 and 2. Toolkit: use case scorecard, cost of doing nothing.

02

Check it's ready

- Score the use case honestly. A flattering score costs you a quarter.
- Ask for data access now, one system at a time. It takes longest.
- Work out the oversight it needs before you build, not after.

YOU COME OUT WITH

A readiness score, and access requests already moving.

Worksheets 3 and 7. Toolkit: use case scorecard, governance level.

03

Build a rough test

- Try it quickly and cheaply, on real or realistic data.
- Watch what it gets right, what it flags, and what it breaks on.
- If you are buying rather than building, question the supplier hard.

YOU COME OUT WITH

Evidence it can do the job on your data, not on someone's demo.

Worksheet 6. Toolkit: supplier questions.

04

Make the case

- Cost doing nothing first. It is usually the number that moves people.
- Stress the case against benefits arriving late and costs running over.
- Write the risk appetite down. Agree the measures and the stop rule.

YOU COME OUT WITH

A case a sceptic can read without flinching.

Worksheets 4, 5 and 9. Toolkit: cost of doing nothing, stress test, risk register.

05

Pilot and measure

- Take the baseline before anything changes.
- Design the human review so the reviewer can actually do the job.
- Track use, overrides and errors monthly, and read the guardrail.

YOU COME OUT WITH

A decision, rather than a pilot that drifts.

Worksheets 8 and 10. Toolkit: pilot tracker.

06

Scale and embed

- Remove the old steps, and the tools that propped them up.
- Update roles, training and what gets rewarded.
- Keep watching for drift, and hand ownership to the business.

YOU COME OUT WITH

A way of working that survives you losing interest in it.

Worksheet 10. Toolkit: risk register, reviewed at each release.

All the way through

Involve the people who do the work
They know where the delays are, and what they stand to lose.

Match oversight to risk
When everything needs approval, nothing moves.

Release money as decisions are made
Not all of it at the start, when you know least.

Stopping is allowed
A clean stop costs less than a pilot nobody will end.