



ASSESSMENT · 12 QUESTIONS · 10 MINUTES

AI Readiness.

Find out **in 10 minutes** whether your company is ready to invest in AI — or whether you should strengthen the fundamentals before spending a dollar.

FORMAT	SCALE	TOTAL	CRITICAL THRESHOLD
questions 12	per question 0–10	points /120	= not ready < 60

HOW TO USE

1. Rate each question from 0 to 10: 0–3 not true at all, 4–6 somewhat true, 7–10 very true.
2. Add the 12 scores to get a total out of 120.
3. Place the total in one of the 3 bands to interpret the result.

INTERPRETATION BANDS

0–59	Not ready to buy AI. Strengthen fundamentals first.
60–89	Guided pilots only. Narrow scope, clear metrics.
90–120	Ready to scale. Broader roadmap, greater investment.



SECTION 01 · STRATEGY

Strategy & use cases

01	Clear AI strategy "We have a clearly defined AI strategy that is aligned with business objectives and documented — not just a vague 'we should use AI'."	SCORE __/10
02	Concrete, high-value use cases "We have identified 2–3 specific problems or workflows where AI could create measurable value (lower costs, higher conversion, faster cycles)."	SCORE __/10
03	Executive sponsorship "A senior leader (CEO/COO/business unit head) explicitly sponsors the AI initiatives, with clear expectations and accountability."	SCORE __/10

SECTION 02 · DATA

Data & process foundations

04	Data quality and accessibility "Our operational and customer data is digital, reasonably clean and accessible from a small number of reliable systems."	SCORE __/10
05	Single source of truth "For key metrics (revenue, pipeline, churn, inventory) we have a single source of truth, not conflicting spreadsheets or manual reports."	SCORE __/10
06	Documented, stable processes "Key workflows (sales, support, operations, finance) are documented, followed consistently and measured with basic KPIs."	SCORE __/10



SECTION 03 · TECHNOLOGY

Technology & team

07	Modern, connected tech stack "Core systems (CRM, ERP, ticketing, marketing, productivity) are up to date and integrable via APIs or connectors, not isolated legacy."	SCORE __/10
08	Basic security, compliance & risk "We have baseline security controls, access management and a clear view of compliance constraints relevant to AI projects."	SCORE __/10
09	Internal capacity and champions "We have at least one internal 'AI champion' and a small cross-functional team (business + IT/data) comfortable adopting new tools."	SCORE __/10

SECTION 04 · GOVERNANCE

Change, governance & return

10	Change management and culture "Culture open to experimentation and change; in the last 2–3 years we have successfully rolled out new software or process changes."	SCORE __/10
11	Governance and acceptable use "We have — or can quickly define — guidelines for acceptable AI use, privacy and review/approval processes."	SCORE __/10
12	Budget discipline and ROI "We have realistic budget (time and money) for AI experiments and we are prepared to measure return and stop what doesn't work."	SCORE __/10



SCORING SHEET

Summary and total.

Transfer the scores, add up each section and get the overall total. Use the final band to define the next step.

SECTION 01 STRATEGY	SECTION 02 DATA	SECTION 03 TECHNOLOGY	SECTION 04 GOVERNANCE
01 Clear AI strategy SCORE ____ / 10	04 Data quality and accessibility SCORE ____ / 10	07 Modern, connected tech stack SCORE ____ / 10	10 Change management and culture SCORE ____ / 10
02 Concrete, high-value use cases SCORE ____ / 10	05 Single source of truth SCORE ____ / 10	08 Basic security, compliance & risk SCORE ____ / 10	11 Governance and acceptable use SCORE ____ / 10
03 Executive sponsorship SCORE ____ / 10	06 Documented, stable processes SCORE ____ / 10	09 Internal capacity and champions SCORE ____ / 10	12 Budget discipline and ROI SCORE ____ / 10
SUBTOTAL ____ / 30	SUBTOTAL ____ / 30	SUBTOTAL ____ / 30	SUBTOTAL ____ / 30

OVERALL TOTAL

____ / 120

0-59

Strengthen fundamentals first

60-89

Guided pilots, narrow scope

90-120

Ready to scale AI investment

Per-question rubric — 0-3 missing foundation · 4-6 partially in place · 7-10 solid and reliable.