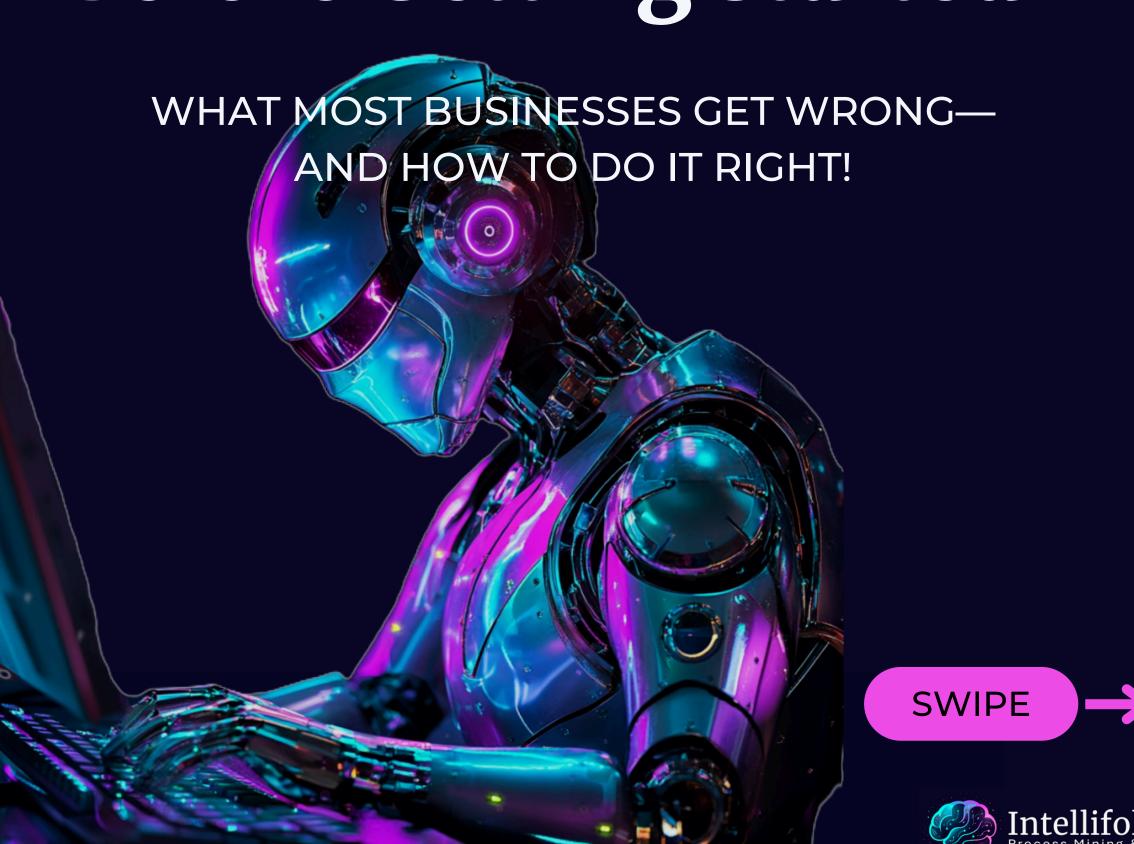
### AI Process Automation: 10 Critical Lessons Before Getting Started





## 1. Clients Might Think They Know—But Data Tells the Truth

- X The Problem: Clients have ideas about automation but lack clarity on what will bring the most benefit.
- ✓ The Fix:
- Use data, not assumptions, to validate automation opportunities.
- ✓ High-volume, rule-based tasks are usually the best starting point.
- Tip: Always quantify the potential benefits before deciding what to automate.





#### 2. AI Can't Fix a Bad Process—It Just Automates the Mess

- X The Problem: Poorly structured processes lead to poor AI performance.
- ✓ The Fix:
- Clearly define each step, input, and expected output before introducing AI.
- Use Process Mining to fix process issues and quantify inefficiencies before automating them.
- Tip: Al amplifies both strengths & weaknesses—make sure your process is solid.





## 3. AI is a Tool, Not a Magic Fix— Prove the ROI

- X The Problem: Al is often applied without business justification and not every process needs Al
- ✓ The Fix:
- Clearly define expected benefits, cost savings, and efficiency gains.
- Track KPIs before & after AI implementation to see success in action.
- Tip: If the ROI isn't clear, rethink whether AI automation is the best solution.





## 4. Don't Chase the Holy Grail of Full Process Automation

- X The Problem: Companies aim for fully autonomous processes but fail to scale successfully.
- ✓ The Fix:
- Start with ONE AI agent—test, optimise, and expand gradually.
- Understand that scaling Al increases complexity.
- Tip: Scaling is hard. Get one use case right before adding more Al agents.





## 5. AI is Not an Employee —It's a Digital Worker

- X The Problem: Al isn't a human assistant—it follows strict logic.
- ✓ The Fix:
- ✓ Provide clear, structured instructions with well-defined inputs and outputs.
- Reduce complexity—simple, defined tasks and examples improve AI accuracy.
- Tip: Poor instructions = Poor results. Narrow the focus and train AI with precision.





### 6. AI is Only as Good as Your Data

- X The Problem: Unclean or ambiguous data can ruin Al performance.
- ✓ The Fix:
- Establish data governance to maintain clean and structured inputs.
- Monitor for data inconsistencies that could break Al logic.
- Tip: Even a small amount of bad data can throw Al completely off track. Build exception scenarios.





### 7. AI Without Tools is Just a Smart Observer

- X The Problem: AI can process data, but without system connections, it can't take action.
- ✓ The Fix:
- Connect AI to ERP, CRM, workflow systems and other tools for real automation.
- Define clear decision paths for AI to follow and how tools can be used under the scenario.
- Tip: Al isn't useful if it can't interact with your business environment.





### 8. The LLM Works— Your Implementation Might Not

- X The Problem: Al isn't failing—the way it's built and trained is.
- ✓The Fix:
- Focus on clear instructions, model refinement, and high-quality data. Use clear examples for the LLM.
- Fix poorly designed workflows before blaming the AI.
- Tip: Most Al failures are human-made—fix the design, fix the results.





## 9. AI is Not 'Set & Forget'—It Needs Maintenance

- X The Problem: Al models degrade without updates & monitoring, especially in a changing environment.
- ✓The Fix:
- Regularly evaluate and where needed retrain models to improve accuracy.
- Ensure unexpected inputs get redirected to human oversight.
- Tip: Al maintenance is like software maintenance—it never stops.





### 10. Define the Rules Before AI Starts Making Decisions

- X The Problem: Al shouldn't operate without clear governance.
- ✓ The Fix:
- Establish which data is used, what decisions AI can make, and what requires human oversight.
- Log output from every Al decision step to ensure auditability & compliance.
- Tip: Al explainability is critical for trust, compliance, and debugging.





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