

JASON FLEAGLE • AI READINESS SCORECARD

Is this AI opportunity ready to pilot?

Use this scorecard before approving a tool, pilot, agent, automation, or workshop follow-up. Score each area from 1–5. A useful AI pilot normally needs a clear business case, real workflow fit, accessible data, governance, ownership, and measurable outcomes.

Business value

The use case is tied to revenue, cost, risk, speed, quality, customer experience, or decision quality.

Score: 1 2 3 4 5

Workflow clarity

The current workflow is understood well enough to define inputs, outputs, users, handoffs, and failure modes.

Score: 1 2 3 4 5

Data readiness

The needed data exists, is accessible, has an owner, and can be used without creating unmanaged privacy or security exposure.

Score: 1 2 3 4 5

Governance and review

There are rules for approved use, restricted data, human review, escalation, logging, and quality checks.

Score: 1 2 3 4 5

Team readiness

The users and owners are known, the adoption path is realistic, and the team has capacity to test and improve the workflow.

Score: 1 2 3 4 5

Measurement

Success can be measured with practical metrics: time saved, quality improvement, risk reduction, adoption, revenue support, or cycle time.

Score: 1 2 3 4 5

Interpretation

- **24–30:** likely ready for scoped pilot planning.
- **16–23:** promising, but readiness gaps should be addressed first.
- **Under 16:** pause or redesign the use case before spending serious time or budget.

Next step

If several opportunities score well, run an AI Readiness Assessment or Executive AI Strategy Day to rank use cases, define owners, set governance, and choose the first pilot sequence.

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