

The AI Implementation Readiness Scorecard

A diagnostic checklist for mid-market leaders deciding whether to buy, build, redesign, or rescue an AI initiative.



AI implementation is *not* a software purchase. It is an operating model decision.

The core thesis

AI implementation is not a software purchase. It is an operating model decision.

Most AI initiatives stall because leaders evaluate the tool before they evaluate the workflow.



WORKFLOW



GOVERNANCE



OWNERSHIP

7 readiness questions

Use these questions to evaluate whether your AI initiative is actually ready to scale.

- 1.** Is the workflow clearly mapped before AI is introduced?
- 2.** Is ownership clear when AI reaches its limit?
- 3.** Are governance rules defined before adoption expands?
- 4.** Is the team measuring operational value or just tool usage?
- 5.** Does the initiative reduce work, or quietly shift work to humans?
- 6.** Is the company solving a real bottleneck or chasing a vendor promise?
- 7.** Should the solution be bought, built, customized, or abandoned?

Warning signs

Your AI initiative may be stalled if:

- ⚠ Employees are working around the tool
- ⚠ Leaders cannot explain the ROI
- ⚠ New tools are creating duplicated work
- ⚠ Handoffs between AI and people are unclear
- ⚠ Governance is reactive, not designed
- ⚠ Vendors are driving the roadmap more than operations
- ⚠ The pilot worked, but scaling created friction



These are **operating model problems**, not just tool problems.

The scorecard

Rate each area from 1 (weak) to 5 (strong).

Area	Question	Score 1–5
Workflow	Is the process mapped end-to-end?	_____
Ownership	Is human / AI responsibility clear?	_____
Governance	Are risk boundaries defined?	_____
Measurement	Is ROI tied to business outcomes?	_____
Adoption	Are employees using it without workarounds?	_____
Systems	Does it integrate with existing tools?	_____
Decision	Is buy / build / customize logic clear?	_____

How to interpret your score

28–35

Ready to scale with discipline

18–27

Promising, but operational risks need attention

7–17

High risk of AI theater, tool sprawl, or stalled implementation

Low scores usually signal workflow, governance, ownership, or measurement gaps.

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Draftera's point of view

Before you buy, build, or scale AI, diagnose the operating model.

- ✓ Diagnose workflow fit before vendor selection
- ✓ Clarify human vs. AI ownership
- ✓ Design governance before adoption expands
- ✓ Measure business outcomes, not just tool usage

The goal is to avoid expensive AI theater and build systems that actually improve operations.

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Want to assess your AI initiative?



Message me with “**Scorecard**” and I’ll send the diagnostic framework.

If your AI initiative has stalled, created workflow friction, or raised questions about whether to buy, build, or redesign, Draftera can help you identify where the real problem lives.



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