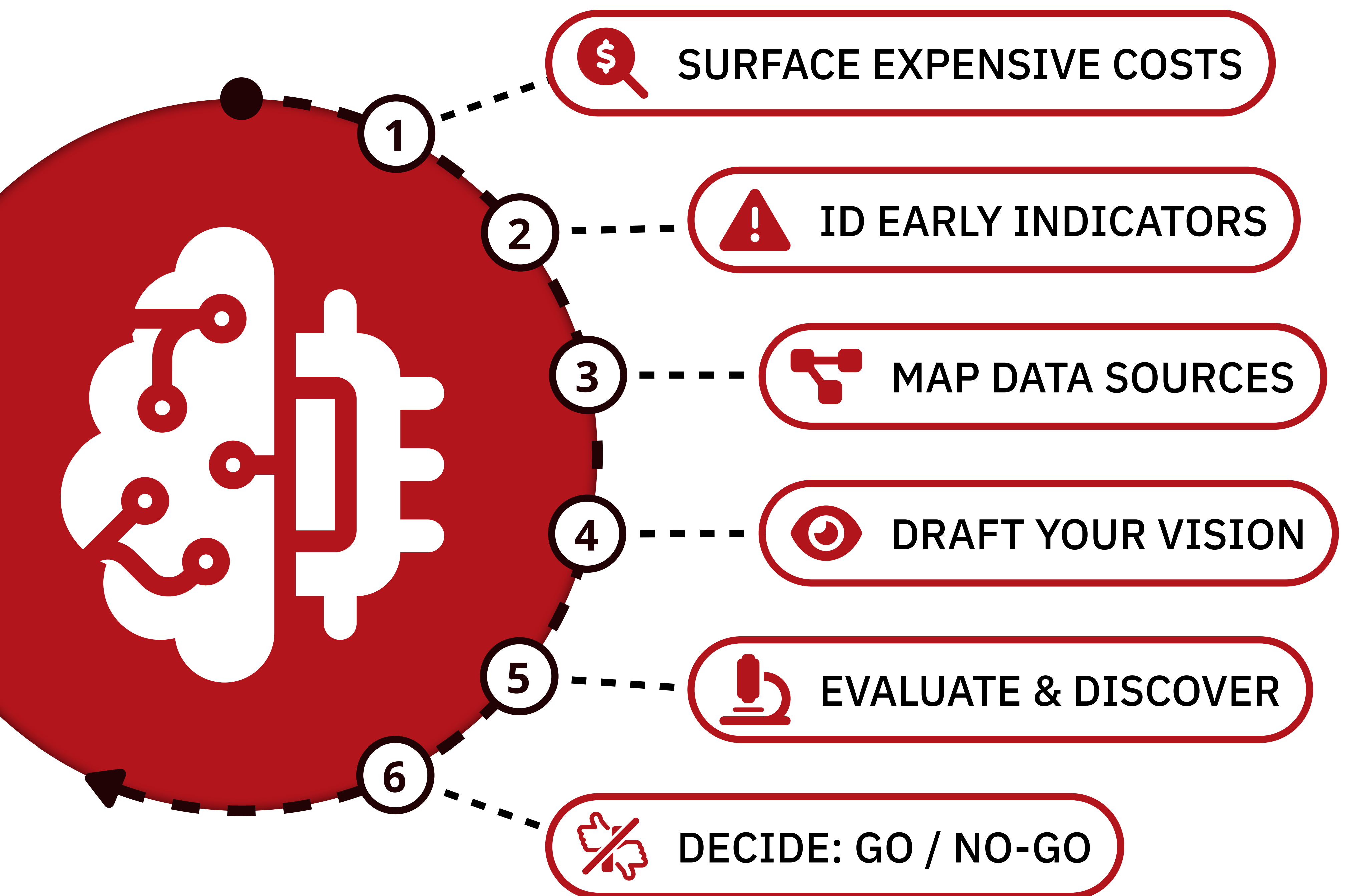


UNLOCK BOTTOM-LINE IMPACT

YOUR RUBRIC FOR EVALUATING AI OPPORTUNITIES



This rubric focuses on key aspects of the **AI Opportunity Decision Matrix** workflow to help evaluate potential projects based on their potential value and feasibility.



1

SURFACE EXPENSIVE COSTS

- **Identify the most expensive challenges** in your business, focusing on existing service delivery routines.
- **Understand current costs** associated with these challenges, including manual workflows and error penalties. This is critical for evaluating potential ROI.



Ask Yourself... *How significant are the costs associated with this challenge?*

Higher cost indicates potentially higher value from a successful solution.

2

ID EARLY INDICATORS

- **Identify information and/or routines** that could potentially reduce the associated expense.
- If the challenge stems from manual workflow errors, determine the **information and timing needed for early issue detection and remediation**.
- Consider how **workflows could be revised or automated to minimize human error**.



Ask Yourself... *How clearly can specific data or workflow changes reduce the identified costs or errors?*

Clearer path to reduction indicates potentially higher value and feasibility.



3 MAP DATA SOURCES

- **Identify the systems** (internal or third-party) where the information needed to reduce expenses and address challenges is stored.
- Note if any **required information exists outside of current systems**, as this may necessitate workflow modifications to capture it.



Ask Yourself... *How accessible and available is the necessary data?*

Readily available data in existing systems indicates higher feasibility.

4 DRAFT YOUR VISION

- **Outline your vision** for how workflows could be improved through automation and AI agents.
- **Define the new roles of knowledge workers** as they interact with and train AI agents.
- Ensure the aim is to **enhance throughput and quality**, not replace human workers.



Ask Yourself... *How clear and compelling is the vision for improved workflows? Does it align with enhancing human roles and overall quality/throughput?*

Clear vision increases the potential for successful adoption and value realization.



5 EVALUATE & DISCOVER

- Assess the **organizational readiness** to implement your vision.
- Determine if it's possible to **start with smaller, achievable projects** to minimize risk and gain experience.
- Consider collaborating with qualified resources (like Red Hawk Technologies) for assistance with a discovery engagement, recommendations, plan, budget, and timelines.



Ask Yourself... *How feasible is the implementation based on organizational readiness and the ability to start small?*

Higher readiness and ability to start small indicate lower risk and higher feasibility.

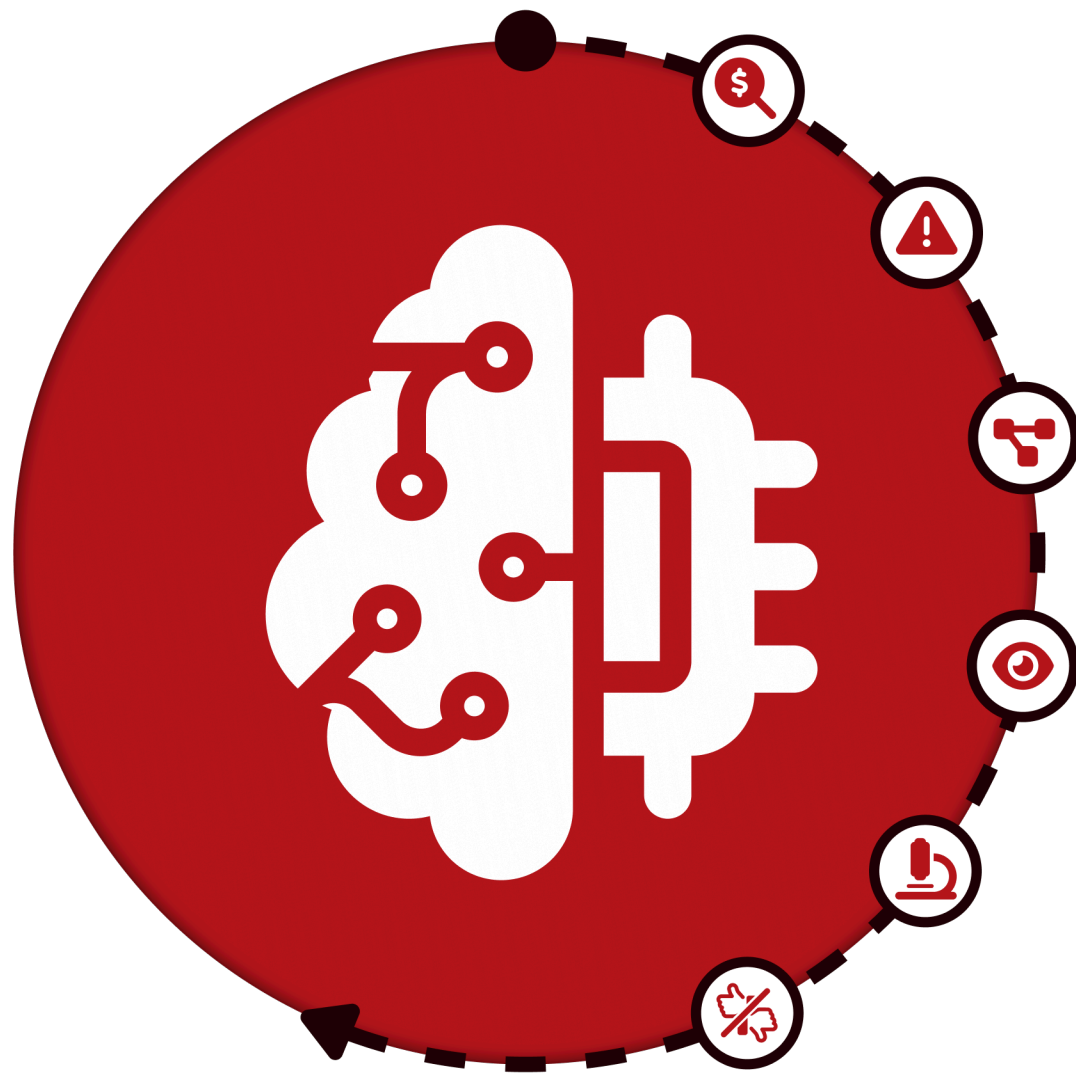
6 DECIDE: GO / NO-GO

- **Compare the cost of inaction** with the required investment and potential ROI.
- Consider **long-term costs** like ownership and maintenance.
- Utilize tools like a **36-month cost-of-ownership forecast** or a **ROI Calculator** (which identifies expensive manual processes suitable for automation) to aid decision-making.
- Factor in the **annual cost of the challenge** and the potential reduction from AI investment.
- Calculate when **ROI will be realized**.



Ask Yourself... *What is the potential ROI compared to the investment? What is the timeline for ROI realization?*

Higher ROI and faster realization time indicate a more attractive opportunity.



By evaluating each potential AI opportunity against these criteria, you can compare their strengths and weaknesses.

This process provides a system for ranking the opportunities based on their potential for value creation, feasibility, and financial return.

This system of comparison—what we call the **AI Opportunity Decision Matrix**—helps inform effective go/no-go decision making!

Ready to take your software aspirations to the next level?



connect with Red Hawk Technologies

Schedule your complimentary 30-minute call.

This is your opportunity to delve into your project ideas with our experienced team, explore potential solutions, and gain valuable insights – all with no obligation. Let's transform your vision into reality, together.

ADVANCE WITH CONFIDENCE