

# THE AI DELIVERY FRAMEWORK

Beyond the AI Pilot - AI Council 2026

Enterprise AI fails for two reasons: AI can't reliably access context or take action, and organizations don't decompose vision into execution. This framework addresses both.

## READ CONTRACT

A governed agreement defining what data AI can access, how fresh it must be, and what happens when data is unavailable.

<b>Sources</b>	Which systems/databases does AI read from?	Your notes:
<b>Freshness</b>	How current must the data be? (Real-time, hourly, daily?)	Your notes:
<b>Governance</b>	Who authorized access? How is it audited?	Your notes:
<b>Fallback</b>	What does AI do when data is unavailable or stale?	Your notes:

## WRITE CONTRACT

A governed agreement defining what actions AI can take, within what constraints, with what approval, and how every action is logged.

<b>Scope</b>	Which actions can AI perform? In which systems?	Your notes:
<b>Constraints</b>	What limits apply? (Dollar caps, volume limits, time windows)	Your notes:
<b>Approval</b>	Which tier: Autonomous / Human-in-the-Loop / Human-on-the-Loop?	Your notes:
<b>Audit</b>	How is every action logged? Can it be reversed?	Your notes:

# EXECUTION LADDER

Adapted from David Allen's Horizons of Focus. You can't execute at the ground level if you haven't clarified the levels above.

40,000 ft	<b>Vision</b>	What does success look like in 3-5 years?	Your notes:
30,000 ft	<b>Outcomes</b>	What measurable results define progress? (OKRs, KPIs)	Your notes:
20,000 ft	<b>Domains</b>	Which capability areas must be built? (Read, Write, Change Mgmt)	Your notes:
10,000 ft	<b>Projects</b>	What scoped initiatives deliver each domain?	Your notes:
Runway	<b>Next Actions</b>	What happens this week? Who owns it?	Your notes:

You need all three. Miss one, and you're in the 95%.



[Slides + Worksheet](#)

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# DIAGNOSTIC SCORECARD

Where is YOUR initiative stuck?

For each question, circle your score from 1 (not at all) to 5 (fully in place). Be honest - no one is collecting these.

## READ CONTRACT HEALTH

Does your AI have real-time access to the data it needs?	1	2	3	4	5
Is that access governed and auditable?	1	2	3	4	5
Does the AI degrade gracefully when data is unavailable?	1	2	3	4	5

READ CONTRACT HEALTH subtotal: \_\_\_ / 15

## WRITE CONTRACT HEALTH

Can your AI take action in your systems via API (not just UI)?	1	2	3	4	5
Are there defined tiers of autonomy (autonomous / human-in-loop / human-on-loop)?	1	2	3	4	5
Is every AI action logged and reversible?	1	2	3	4	5

WRITE CONTRACT HEALTH subtotal: \_\_\_ / 15

## EXECUTION LADDER HEALTH

Is your AI initiative connected to a measurable business outcome?	1	2	3	4	5
Has it been decomposed into scoped projects with clear next actions?	1	2	3	4	5
Does someone own the 'runway' - what happens this week?	1	2	3	4	5

EXECUTION LADDER HEALTH subtotal: \_\_\_ / 15

**TOTAL SCORE: \_\_\_ / 45**

## SCORING GUIDE

**36-45:** You're ready to scale. Focus on execution speed and organizational change management.

**24-35:** You have gaps. Your lowest-scoring section tells you exactly where to focus next.

**Below 24:** You're building on sand. Start with the lowest-scoring contract before adding complexity.

My lowest-scoring section: \_\_\_\_\_

My #1 action item coming out of this session:

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