

DIAGNOSTIC SCORECARD

AI That Ships, Not Demos • Ai4 2026 • Kanishk Mittal & Adam Nahari

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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THE AI DELIVERY FRAMEWORK

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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.

Sources	Which systems/databases does AI read from?	Your notes:
Freshness	How current must the data be? (Real-time, hourly, daily?)	Your notes:
Governance	Who authorized access? How is it audited?	Your notes:
Fallback	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.

Scope	Which actions can AI perform? In which systems?	Your notes:
Constraints	What limits apply? (Dollar caps, volume limits, time windows)	Your notes:
Approval	Which tier: Autonomous / Human-in-the-Loop / Human-on-the-Loop?	Your notes:
Audit	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	Vision	What does success look like in 3-5 years?	Your notes:
30,000 ft	Outcomes	What measurable results define progress? (OKRs, KPIs)	Your notes:
20,000 ft	Domains	Which capability areas must be built? (Read, Write, Change Mgmt)	Your notes:
10,000 ft	Projects	What scoped initiatives deliver each domain?	Your notes:
Runway	Next Actions	What happens this week? Who owns it?	Your notes:

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