

The AI Project Scorecard

Know which AI projects to fund first, and whether your pilot is actually ready for production. Ten minutes, two scores, no vendor pitch.

Part A • Readiness

Ten yes-or-no questions that tell you whether a pilot is ready to become production.

Part B • Prioritization

Six weighted factors that tell you which candidate projects deserve funding first.

PART A

Pilot-to-production readiness

Answer yes or no for the pilot you're evaluating. One point per yes.

- ☐ 1 A named executive owns this pilot's business outcome (not the technology).
- ☐ 2 Success is defined as a number you agreed on before the pilot started.
- ☐ 3 The data the pilot uses is available, permitted, and of production quality.
- ☐ 4 Security and privacy guardrails are defined, and sensitive data stays inside your ecosystem.
- ☐ 5 A specific team owns the workflow this AI changes, and they helped design it.
- ☐ 6 The integration path into your existing systems is scoped, not assumed.
- ☐ 7 Budget exists for the production phase, not just the pilot.
- ☐ 8 The people whose work changes have a training and adoption plan.
- ☐ 9 You can roll it back: there is a defined off-switch and a fallback process.
- ☐ 10 Someone is accountable for monitoring the system after launch, with governance sign-off in place.

8–10 • Production-ready

The gap between you and value is execution, not readiness.

5–7 • Close

The unchecked items are your punch list; most take weeks, not quarters.

0–4 • Not yet

Pushing to production now is how AI programs end up as headlines instead of results. Fix the foundations first.

PART B

Project prioritization

List your candidate AI projects. Score each from 1 (weak) to 5 (strong) on the six factors below, apply the weights, and rank by total.

Factor	Weight	What a 5 looks like
ROI size	25%	Quantified value with a believable baseline, not a vendor estimate
Time-to-value	20%	First measurable result inside one quarter
Data readiness	15%	Data exists, is accessible, and is clean enough to use now
Risk and exposure	15%	Low blast radius; sensitive data stays inside your ecosystem; failure is recoverable
Adoption fit	15%	The owning team wants it and the workflow change is small
Strategic visibility	10%	A win your board and customers will recognize

READING THE RANKING

Fund the top one or two. Focus beats portfolio-spreading in early AI programs.

A high-ROI project with a low risk score is not a top project; it is a future incident. Fix the risk factor first or fund the next project down.

Score low on data readiness across the board? Your first "AI project" is a data project.

WHAT TO DO WITH YOUR SCORES

If Part A came back 8 or higher and Part B produced a clear leader, you know your next move. If either came back murky, that is the conversation to have before spending another dollar on pilots.

Bring your scorecard to a discovery call.

GenFusion runs this prioritization with leadership teams as the first step of an engagement, with your numbers instead of estimates.

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