

# ISPE 2026 AI Summit - Proposal Submission

## Content Area #1: AI Strategy and Leadership

### Submission Information

**Presenter:** Ram Katamaraja

**Organization:** Colaberry Inc.

**Title:** CEO & Framework Creator

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**Presentation Format:** 20-minute presentation + 10-minute Q&A

### Presentation Title

**The \$40B Trust Paradox: Why 95% of Healthcare AI Pilots Fail and the Six Architectural Needs That Enable the Successful 5%**

### Abstract (250 words)

Despite \$40 billion in enterprise AI investment, MIT's 2025 research reveals a sobering reality: 95% of generative AI pilots fail to deliver measurable business value. In healthcare specifically, organizations face a unique paradox - patients and clinicians demand AI assistance while simultaneously expressing deep mistrust in AI systems.

This session addresses the root cause: enterprises are attempting to deploy agent based systems on BI-era infrastructure designed for human analytics. The gap isn't algorithmic. Modern LLMs achieve superhuman performance on many tasks. The gap is architectural readiness.

Drawing from research for the forthcoming book "Trust Before Intelligence: Why 95% of Agent Projects Fail and the Architecture Blueprint That Fixes Infrastructure in 90 Days", this session introduces the INPACT™ Framework - six fundamental needs that AI agents require from data infrastructure. When these needs go unmet, trust collapses and pilots fail. When fulfilled, agents deliver quantifiable value: sub-2-second responses, 85%+ accuracy, HIPAA compliance, and measurable ROI.

Attendees will learn how to assess their organization's readiness using a 0-100 scoring framework, prioritize infrastructure gaps systematically, build executive support with ROI models, and execute transformation using the GOALS™ operational framework (Governance, Observability, Accessibility, Language, Soundness). This session provides both the strategic foundation and 90-day execution playbook for becoming an AI-driven organization that delivers on the promise of intelligent automation while maintaining regulatory compliance.

## Learning Objectives

Attendees will be able to:

- Diagnose infrastructure readiness: Use the INPACT™ assessment framework to score your organization's capability across six dimensions (Instant, Natural, Permitted, Adaptive, Contextual, Transparent) and identify which gaps cause pilot failures
- Build the strategic business case: Quantify the cost of remaining unprepared versus the investment required for transformation, with ROI models adapted to healthcare economics and regulatory requirements
- Overcome organizational resistance: Apply proven change management strategies for bridging cultural gaps, securing executive sponsorship, and aligning cross-functional stakeholders around agent readiness
- Execute systematic transformation: Follow the 90-day acceleration playbook with phase gated deliverables, GOALS™ health monitoring, and risk mitigation strategies specific to GxP regulated environments

## Target Audience

This session is designed for:

- C-suite executives evaluating AI strategy and investment priorities
- Enterprise architects designing transformation roadmaps
- Change management leaders driving organizational adoption
- Strategy and innovation teams building AI capabilities

## Relevance to Content Area #1: AI Strategy and Leadership

This submission directly addresses the AI Strategy and Leadership content area's focus on "setting a clear vision for AI adoption, aligning stakeholders, and leading with confidence in a rapidly evolving regulatory and technological landscape."

The session provides three critical strategic contributions:

### 1. Evidence-Based Problem Diagnosis

The MIT research on 95% failure rates provides third-party validation that the challenge isn't AI capabilities, it's organizational readiness. This frames AI adoption as a strategic infrastructure investment, not an IT project. Leaders can use this evidence to build executive support and secure appropriate budget allocation for systematic transformation rather than piecemeal pilots.

### 2. Actionable Assessment Framework

The INPACT™ Framework translates abstract readiness into concrete, measurable dimensions. Organizations can score 0-100 across six needs, benchmark against industry archetypes (BI-First, Data Lake, ML-First, Data Mesh, Greenfield), and generate customized roadmaps. This systematic approach enables leaders to answer the question: "Where do we start and how long will it take?"

### 3. Change Management Playbook

The 90-day transformation approach addresses "overcoming cultural resistance, bridging skill gaps, and driving transformation through executive sponsorship" with specific tactics. Phase-gated deliverables maintain momentum, GOALS™ metrics track operational health, and stakeholder communication templates ensure cross-functional alignment. The methodology has been validated in regulated healthcare environments where compliance and change management complexity are highest.

## Speaker Biography

**Ram Katamaraja** is CEO of Colaberry Inc., an AI transformation company, and creator of AIXcelerator platform. He is the author of the forthcoming book "Trust Before Intelligence: Why 95% of Agent Projects Fail and the Architecture Blueprint That Fixes Infrastructure in 90 Days" and creator of the INPACT™ Framework (six agent needs), 7-Layer Agent-Ready Architecture, and GOALS™ operational methodology (Governance, Observability, Accessibility, Language, Soundness).

Ram's work addresses the strategic gap between AI ambition and infrastructure reality. His frameworks translate cutting-edge AI capabilities into systematic transformation methodologies that executives can champion, architects can implement, and organizations can operationalize within quarterly planning cycles.

## Key Takeaways for Attendees

Attendees will leave with:

- INPACT™ Readiness Assessment: Self-scoring tool to evaluate organizational capability across six dimensions with gap prioritization matrix
- ROI Business Case Template: Financial models showing cost of inaction vs. investment required, with healthcare-specific metrics and payback calculations
- 90-Day Transformation Playbook: Week-by-week roadmap with phase gates, success criteria, and risk mitigation strategies
- Stakeholder Communication Kit: Executive briefing templates, technical deep-dive presentations, and change management messaging frameworks

## Detailed Session Outline (20 minutes)

### Part 1: The Crisis of Trust and Failure (5 minutes)

- MIT research: 95% failure rate despite \$40B investment
- The paradox: Demand for AI + Deep mistrust = Strategic paralysis
- Root cause: Agent-based systems on BI-era infrastructure
- Cost of inaction: Competitive disadvantage, talent attrition, missed opportunities

### Part 2: The INPACT™ Diagnostic Framework (7 minutes)

- Six architectural needs that predict success vs. failure
- Assessment methodology: 0-100 scoring across dimensions
- Five enterprise archetypes with different starting points
- Gap prioritization: Which needs to address first based on use case
- Interactive element: Audience self-assessment via mobile tool

### Part 3: Building the Business Case (5 minutes)

- Investment ranges by organization size and archetype
- ROI drivers: Efficiency gains, experience improvements, revenue opportunities
- Healthcare case example: Transformation economics and payback
- Securing executive sponsorship: Framing AI as strategic infrastructure

### Part 4: The 90-Day Execution Playbook (3 minutes)

- Three phases: Foundation, Intelligence, Production
- GOALS™ framework for operational excellence
- Change management strategies for cross-functional alignment
- Risk mitigation for GxP environments

## Supporting Materials

The following materials will be available to attendees:

- Digital copies of presentation slides (PDF)
- INPACT™ Readiness Assessment tool (online and downloadable Excel)
- ROI Business Case Template (customizable for different organizations)
- 90-Day Transformation Playbook (week-by-week guide)
- Access to online assessment tool at [colaberry.ai/assessment](https://colaberry.ai/assessment)

## Presenter Acknowledgment

By submitting this proposal, I acknowledge that:

- This presentation is free of commercial intent and focuses on sharing strategic frameworks and methodologies
- If accepted, I will attend and present in-person at the ISPE 2026 AI Summit
- My organization (Colaberry Inc.) will support my attendance
- I am responsible for my own travel and accommodation arrangements
- I am submitting as a framework creator and book author, presenting strategic intellectual contributions to the field



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Signature

Date: \_\_\_\_ 11/13/2025 \_\_\_\_

## Contact Information

**Organization:** Colaberry Inc.

**Website:** colaberry.ai

**Assessment Tool:** colaberry.ai/assessment (TBD)

**Book Information:** "Trust Before Intelligence: Why 95% of Agent Projects Fail and the Architecture Blueprint That Fixes Infrastructure in 90 Days"

**For Questions:** ram@colaberry.com

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