

Preparing for an Enterprise AI Conversation

(Executive Takeaway)

1. Data Reality

- Which data do we trust the least today?
 - Where do reports disagree or contradict each other?
 - What information arrives too late to be actionable?
 - Where are teams manually reconciling numbers?
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2. Decision Bottlenecks

- Which decisions are still primarily gut-driven?
 - What surprises us after it is too late to respond?
 - What decisions do we routinely delay due to lack of clarity?
 - Where do we overcorrect because signals are noisy or incomplete?
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3. System Constraints

- Which systems do not talk to each other?
 - Where do handoffs between systems or teams break down?
 - What work is still dependent on spreadsheets or email?
 - What fails when volume, SKUs, or distribution complexity increases?
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4. Value Test

- If this worked perfectly, what changes in the next 90 days?
- Where does margin improve or waste decline?
- Where does risk drop meaningfully?
- Which decisions become easier, faster, or more confident?

These answers determine whether enterprise AI is justified — and what form it should take.