

THE AI READINESS SCORECARD

1 CRAWL · 2 WALK · 3 RUN · 4 SCALE

1234

SPONSORSHIP

AVG ____ / 4

Named executive sponsor whose compensation is tied to the outcome.	☐	☐	☐	☐
Sponsor reviews the initiative monthly, not quarterly.	☐	☐	☐	☐
Sponsor has rights to kill, scale, or reallocate the initiative.	☐	☐	☐	☐

BUDGET

AVG ____ / 4

Capital sized for data + governance + pilot – not just the pilot.	☐	☐	☐	☐
Budget covers a real pilot to a real outcome – not demo theater.	☐	☐	☐	☐
FY+1 line item exists if exit criteria are met.	☐	☐	☐	☐

COMPOSITE – sum of five averages

TOTAL ____ / 20

HOW TO USE

Scope to one initiative type, not the whole enterprise. Any dimension averaging below 3.0 gets remediated before pilot capital is committed – even if the composite lands in the Pilot or Scale band. Refresh every 90 days.