

THE SIX AI CAPABILITY PATTERNS

Match your top-ranked decision to a pattern, then walk into the Committee with the pattern in one hand and proven deployments in the other.

Predictive scoring

Ranks options against a future outcome — leads, SKUs, applicants — where the history is clean.

HubSpot — “Likelihood to close” scores rank contacts so teams prioritize outreach.

Agent execution

Automates a decision workflow end to end. Best for high-frequency, low-ambiguity decisions where errors are cheap.

Wiley — Seasonal self-service agents — 213% ROI, \$230K saved, faster onboarding.

Anomaly detection

Flags decisions outside expected patterns for human review. Best where a wrong call is costly and volume swamps manual review.

Mastercard — 2× faster detection of compromised cards; banks act before fraud lands.

Forecasting

Produces a forward-looking number. Best where the decision-maker needs a better estimate to apply judgment.

Amazon — Demand forecasts steer near-real-time inventory allocation at Prime Day scale.

Conversational

Surfaces information while the decision is being made. Best where experts spend time hunting inputs instead of judging them.

Morgan Stanley — 98% of advisor teams use AI retrieval; doc search 20% → 80% efficient.

Retrieval & synthesis

Compresses the research a decision requires. Best where the decision is understood but reading volume is the bottleneck.

A&O Shearman — Contract review time down ~30%, about 7 hours per contract.

The pattern is the durable decision. The model behind it should stay replaceable — frontier API or open-weight, your call.