

THE DATA HOUSE READINESS MAP

Before an agent touches anything, score the foundation underneath it. Mark each line, photograph it, and walk it into your next conversation with your CDO.

MARK ONE · 1 NONE · 2 AD HOC · 3 DEFINED · 4 GOVERNED

THE FOUR FUNDAMENTALS

	1	2	3	4
Quality				
Can we trust the numbers?	☐	☐	☐	☐
Lineage				
Can we prove where a number came from?	☐	☐	☐	☐
Classification				
Do we know what each dataset is, and who may see it?	☐	☐	☐	☐
Retention				
Do we know what we keep, and what we delete?	☐	☐	☐	☐

THE LOAD-BEARING ONE

One definition				
Do “customer,” “revenue,” and “SKU” mean one thing company-wide?	☐	☐	☐	☐

If this one is not Defined or better, nothing above it holds.

THE ONE GAP TO FIX FIRST

Anything scoring 1 or 2 on the load-bearing line goes here before anything else gets funded.