

The AI Readiness Temperature Check

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15 questions, ten minutes, no consultant. Score each: Yes = 2 · Partial = 1 · No = 0.

Process (questions 1-5)

1. We can describe our five highest-volume workflows without a whiteboard. ☐
2. Those workflows have a written owner — a name, not a department. ☐
3. We've killed or automated at least one manual process in the last two quarters. ☐
4. New tools get a "what happens if we turn this off" test before adoption. ☐
5. We know which of our current tools already have AI features nobody uses. ☐

Data (questions 6-10)

1. Our customer and operational data lives in fewer than five systems. ☐
2. The data is clean enough that we'd show a stranger a sample without wincing. ☐
3. We know what data leaves our building through third-party tools. ☐
4. Someone can pull a week-old answer to "how are we doing?" in under an hour. ☐
5. We have a written rule about what data goes into public AI tools. ☐

People (questions 11-15)

1. At least one person per team uses AI tools weekly, unprompted. ☐
 2. Leadership has stated where AI is welcome and where it isn't. ☐
 3. People who try and fail with AI don't get punished for the experiment. ☐
 4. We've defined one problem AI should solve for us this quarter. ☐
 5. Someone owns the answer to "is this working?" — with a metric. ☐
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Scoring

24-30 — READY. The rails exist. Pick one workflow, instrument it, prove the return, then widen. Don't buy a platform yet.

14-23 — WARMING. The classic middle: real operations, uneven foundations. Don't start with AI — start with questions 1, 6, and 10. Weak process + AI just makes the mess faster.

0-13 — COLD. Not a failure — a sequencing problem. Every point of process work you do now compounds later. The fixes below are your quarter.

The three fixes that move you one band up

1. **Write down your top five workflows** (fixes Q1, feeds everything else). One afternoon.
2. **One data rule, written, shared** (fixes Q10, starts Q8). "Nothing customer-identifying goes into public AI tools. Period."

3. **Name one AI pilot with an owner and a metric** (fixes Q14-15, pulls Q11-13 along). Small, real, this quarter.

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