











Illustrative assessment output

AI & Data Readiness Assessment: Capability to deliver AI-enabled value

While the organisation has a clear ambition for AI, current capabilities are early-stage and fragmented. Realising the investment thesis will require prioritised investment, internal capability building, and disciplined roadmap execution.

READINESS TO ACHIEVE THE DESIRED STATE ACROSS FIVE FOCUS AREAS

FOCUS AREA	DESIRED STATE	CURRENT STATE	READINESS
 AI Strategy & Roadmap	AI and machine learning are embedded in the roadmap, with prioritised use cases aligned to business outcomes and clear sequencing of foundational enablers.	<ul style="list-style-type: none">Only one AI feature is in production; most others remain in beta, PoC, or early vendor-led development.Evidence of measurable impact is limited.Roadmap is ambitious but fragmented, with parallel initiatives and limited sequencing.Foundational gaps exist across architecture, data, and MLOps—limiting learning and scale.	 Not ready Partially ready Mostly ready Fully ready
 Talent & Operating Model	Right talent, clear ownership, and established processes to deliver and scale AI solutions sustainably.	<ul style="list-style-type: none">Strong executive sponsorship, but limited internal AI capability and capacity.Delivery is heavily vendor-led with limited in-house resources.AI lifecycle processes are immature with gaps in prioritisation, QA, retraining and performance tracking.Limited orchestration of modern development practices across data, engineering and product.	 Not ready Partially ready Mostly ready Fully ready
 Technology & Infrastructure	Scalable, secure and modern infrastructure that enables reliable data flows, model development, and production at scale.	<ul style="list-style-type: none">Modern cloud foundation in place and scalable.Architecture is fragmented; lacks a unified data model, feature store and model registry.MLOps capabilities are immature with limited automation, monitoring and retraining.Inconsistent data architecture and processes slow platform maturity and reusability.	 Not ready Partially ready Mostly ready Fully ready
 Data Readiness & Quality	High-quality, comprehensive and well-governed data that is accessible, trusted and fit-for-purpose for AI and analytics.	<ul style="list-style-type: none">Many critical events occur off-platform and are not captured in structured systems.Variable coverage across geographies limits training data and model activation.Limited visibility into historical outcomes and pricing reduces predictive power.Key governance assets are missing, and rich unstructured data remains underutilised.	 Not ready Partially ready Mostly ready Fully ready
 Value Creation Potential	Feasible, high-impact use cases with clear ROI pathways, underpinned by data, technology and operating readiness.	<ul style="list-style-type: none">Strong engagement signals and data volume, but sparse outcome labels limit model effectiveness.Structured data is available but incomplete; key content is unstructured and hard to use.Most workflows are only partially covered with gaps in bid prep, award tracking and attribution.Improving data and process maturity will unlock significant value potential.	 Not ready Partially ready Mostly ready Fully ready



Readiness improves when strategy, people, data and technology align. Focused investment and execution will accelerate impact.

Illustrative example based on **DataDiligence** assessment methodology.

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Phase 2 Structured Hypothesis Assessment: Readiness to unlock value from data, documents and AI models

Each of the organisation's strategic AI hypotheses was tested through structured analyses, data sampling, model evaluation and stakeholder interviews. The results confirm strong foundations—while also surfacing critical blockers across data structure, document intelligence and model readiness. A targeted roadmap is needed to activate platform-level value.

HYPOTHESIS		VALIDATION					CONFIDENCE				
		Strongly disagree	Disagree	Neutral / Unclear	Agree	Strongly agree	Very low	Low	Moderate	High	Very high
H1	There is critical mass of active users A small but consistent cohort of highly active users is generating recurring platform activity and behavioural signals. While this group represents a minority of the user base, their engagement may be sufficient to power initial insights and engagement loops.				✓					✓	
H2	Healthy regional networks exist Healthy regional networks do exist, but only in select regions. A recommendation engine could add value in ranking relevant options for individual customers. In the remaining regions, a simple filter on location and category should suffice.		✓							✓	
H3	Structured data is of sufficient quality The structured data is not yet of sufficient quality to support robust analytics or modelling. Key tables (projects, jobs) are affected by formatting issues, duplication and missing critical fields.			✓					✓		
H4	At least some outcome data exists Outcome data exists, but only for a small fraction of projects, strongly limiting the use for AI and ML.	✓									✓
H5	Unstructured project documentation is widely available Unstructured project documentation is widely available. However, many documents contain varying degrees of unstructured data that is not easily usable for analysis or model training.				✓					✓	
H6	Documents contain rich and extractable content Most documents contain structured or semi-structured information and are suitable for AI parsing. Variation in format and scope presentation remains a constraint for features like automated takeoffs and intelligent matching.				✓					✓	
H7	Key sources provide detailed behavioural telemetry No behavioural telemetry is currently available from key systems and user interfaces.										
H8	Current AI models show traction and real promise The team demonstrates strong product thinking and the ability to deploy solutions into production. Some models are over-engineered or lack real targets, while others show promise but remain early-stage.			✓						✓	















This structured assessment combines data quality, availability, and model readiness to identify the highest-value opportunities and key areas for improvement.

Illustrative example based on [DataDiligence](#) assessment methodology.

Data gaps to value: Assessing the feasibility of AI and analytics opportunities

The organisation's data estate offers clear strategic potential, but realising value will require more structured data, outcome visibility, and consistent capture of key workflow signals across the business.

	 OPPORTUNITY	 DATA REQUIRED	 CURRENT STATE (Data availability)	 KEY GAPS	 FEASIBILITY ¹
A	 Recommendation engine	<ul style="list-style-type: none"> Customer profiles, interactions Product / service attributes Behavioural signals & outcomes 	<ul style="list-style-type: none"> Core operational data available Engagement metadata limited Outcome capture inconsistent 	<ul style="list-style-type: none"> Limited outcome labels Weak linkage across entities Sparse behavioural signals 	 Moderate
B	 Risk scoring	<ul style="list-style-type: none"> Historical performance Financial & operational data External risk indicators 	<ul style="list-style-type: none"> Core financial data available Basic historical records exist Limited third-party enrichment 	<ul style="list-style-type: none"> Missing external data Limited history depth Inconsistent classifications 	 High
C	 Demand forecasting	<ul style="list-style-type: none"> Historical demand Customer & market data External drivers (seasonality, etc.) 	<ul style="list-style-type: none"> Historical demand data exists Some external data available Granularity varies by source 	<ul style="list-style-type: none"> Gaps in future event data Limited feature richness Inconsistent time series 	 Moderate
D	 Opportunity scoring	<ul style="list-style-type: none"> Account / lead attributes Engagement history Win / loss outcomes 	<ul style="list-style-type: none"> Lead & account data available Engagement captured partially Outcomes captured inconsistently 	<ul style="list-style-type: none"> Incomplete outcome capture Manual scoring processes Limited negative feedback loops 	 High
E	 Lead identification	<ul style="list-style-type: none"> Behavioural signals Web & campaign data Third-party intent data 	<ul style="list-style-type: none"> Web analytics in place Campaign data available Intent data not integrated 	<ul style="list-style-type: none"> Limited intent data Incomplete journey tracking Identity resolution gaps 	 Moderate
F	 Personalisation & recommendations	<ul style="list-style-type: none"> User behaviour Content / product data Interaction history 	<ul style="list-style-type: none"> Some behavioural events captured Content data available Limited real-time signals 	<ul style="list-style-type: none"> Sparse real-time data Weak user profiling Limited feedback loops 	 Moderate
G	 Compliance automation	<ul style="list-style-type: none"> Policy & regulation data Transactional data Document content 	<ul style="list-style-type: none"> Core transactional data exists Policy documents available Some scanning in place 	<ul style="list-style-type: none"> Unstructured documents Limited rule coverage No central audit trail 	 High
H	 Workflow optimisation	<ul style="list-style-type: none"> Process events Cycle time data Resource utilisation 	<ul style="list-style-type: none"> Process data captured sporadically Utilisation data limited Siloed across systems 	<ul style="list-style-type: none"> Workflow not instrumented Manual handoffs Limited root cause data 	 Moderate
I	 Document automation	<ul style="list-style-type: none"> Document repository Document types Key data fields 	<ul style="list-style-type: none"> Documents available (PDF, email) Basic metadata exists Limited extraction in place 	<ul style="list-style-type: none"> Information unstructured Low automation of extraction Inconsistent tagging 	 High
J	 Predictive estimation	<ul style="list-style-type: none"> Historical projects / jobs Cost & resource data Scope / specification data 	<ul style="list-style-type: none"> Historical project data exists Cost data available Scope data inconsistent 	<ul style="list-style-type: none"> Missing itemised cost data Limited data standardisation Manual estimation process 	 Moderate
K	 Outcome prediction	<ul style="list-style-type: none"> Historical outcomes Project / account data External factors 	<ul style="list-style-type: none"> Outcome data captured partially Project data available External data limited 	<ul style="list-style-type: none"> Inconsistent outcome labels Limited negative outcomes Short history for ML 	 Moderate
L	 Market intelligence	<ul style="list-style-type: none"> Market & competitor data Pricing & product data News & sentiment data 	<ul style="list-style-type: none"> Basic market data available Internal pricing data exists External feeds not integrated 	<ul style="list-style-type: none"> Competitor data incomplete No automated monitoring Limited sentiment signals 	 Moderate



AI opportunities are constrained by the availability, quality and structure of underlying data. Closing these gaps will unlock measurable value.

¹ Feasibility reflects the ability to deliver value given current data availability and gaps. Illustrative example based on DataDiligence assessment methodology.