

Is your business ready for AI?

A 10-point check. Tick each box you can honestly say yes to, then read your score below. Most AI projects don't fail on the technology — they fail on data, process clarity, and adoption. This tells you where you actually stand before you spend a dollar.

YOUR DATA

- 1. Your key data lives in one place — or could.** Scattered spreadsheets and inboxes are the #1 blocker; AI is only as good as the data it can reach.
- 2. Your data is reasonably clean and consistent.** Consistent names, formats, and IDs — messy inputs produce outputs no one trusts.
- 3. You can use the data legally and safely.** You know what's sensitive (PII / PHI / payment data) and who's allowed to see it.

YOUR PROCESS

- 4. A repetitive, rules-based task eats real hours every week.** High-volume, repeatable work is where AI pays back fastest.
- 5. The process can be described step by step.** If you can't explain it, AI can't reliably automate it.
- 6. A wrong answer has a known cost and a safe fallback.** Knowing the stakes tells you where a human must stay in the loop.

YOUR PEOPLE

- 7. There's a clear owner who'll champion it internally.** Tools without an owner quietly get abandoned.
- 8. The people doing the work are open to changing how they do it.** Adoption — not the model — decides whether it delivers value.

YOUR GOAL

- 9. You can name the outcome and how you'd measure success.** "Use AI" isn't a goal; "cut report time from two weeks to one day" is.
- 10. You have realistic time and budget for a first, focused use case.** Starting narrow beats boiling the ocean — momentum compounds.

Your score

8–10 yes — You're ready. The hard part now is choosing the right first use case.

5–7 yes — Promising. A short discovery will surface the one or two gaps to close first.

0–4 yes — Start with foundations — data and process clarity — before AI.

Want a second pair of eyes on your score? Book a free 30-minute discovery call and I'll tell you, honestly, what's worth building first — and what isn't. → kojoanalytics.com