9 questions to answer before an AI pilot gets its 2027 budget.

A working demo is not evidence. Check what is.



MaxScale.ai

A working demo proves the technology works.

It does not prove that people will use it, or that it improves the KPIs it was meant to improve.

Pick one AI pilot that has finished its proof of concept. Tick a question only if you can point to a document, a measurement, or a decision.

REMEMBER

A good answer in a meeting does not count without hard evidence.

Based on the Scale Maturity Model (OPS), level 4: Proof of concept.

Problem & Vision

☐ Did the proof of concept show that this fixes the problem, and moves you toward the vision?

COUNTS AS EVIDENCE

- ✓ Documented PoC results
- ✓ A path from today's way of working to the vision, tested in the PoC

DOESN'T COUNT

A successful demo to the steering group

Impact & Desirability

☐ Do you have measured impact from the PoC, and does the wider organization want it?

COUNTS AS EVIDENCE

- ✓ PoC results against defined KPIs
- ✓ Stakeholder feedback confirming they want it
- ✓ Impact targets and a measurement method for the pilot

DOESN'T COUNT

Time savings estimated without a baseline

Process

Does the new process fix the problem, and does it make sense to the people who will work in it?

COUNTS AS EVIDENCE

- ✓ Process metrics from the PoC
- ✓ Feedback from the people affected
- ✓ Draft process guidelines

DOESN'T COUNT

A process diagram nobody outside the project has seen

System & technology

☐ Did the PoC show that the system works: integrated, secure, and supportable?

COUNTS AS EVIDENCE

- ✓ Integration test results
- ✓ An information security assessment
- ✓ A support plan

DOESN'T COUNT

It works in a sandbox

Data

☐ Did the PoC show that people can get the data they need, and that it is accurate enough to rely on?

COUNTS AS EVIDENCE

- ✓ Data quality reports that include the gaps
- ✓ Feedback from PoC users that they could find and use the data
- ✓ A first privacy assessment

DOESN'T COUNT

The PoC ran on a hand-cleaned sample

Organisation & Roles

☐ Will the people affected accept the new roles and responsibilities?

COUNTS AS EVIDENCE

- ✓ Participant feedback on the new roles
- ✓ A list of the people affected in the pilot
- ✓ A communication plan for the pilot

DOESN'T COUNT

“HR will sort that out later”

Capabilities & Resources

☐ **Does the team have the mandate, budget, and people to build this together with those affected?**

COUNTS AS EVIDENCE

- ✓ A written mandate from leadership
- ✓ Confirmed budget
- ✓ Line managers' confirmed time for the pilot

DOESN'T COUNT

The project team does it on top of their day jobs

People & Skills

☐ Do you know what skills people will need, based on what happened in the PoC?

COUNTS AS EVIDENCE

- ✓ Training feedback from the PoC
- ✓ Skill gaps you observed
- ✓ An updated training or recruitment plan

DOESN'T COUNT

A generic AI course for everyone

Impact Ownership

☐ Has the business owner seen the PoC results, and made a decision?

COUNTS AS EVIDENCE

- ✓ Results presented to the business owner
- ✓ Minutes that record the decision

DOESN'T COUNT

The business owner was cc'd on the update

YOUR SCORE

12 / 12

How many did you tick?



Every unticked question is a risk you are about to fund.

Now answer the same nine questions for every pilot in your portfolio. Then ask your AI assistant to do it.

Max reads the materials your teams already have, scores every pilot against the same levels, and keeps the evidence where both your teams and your AI tools can use it.

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