

STRATEGIC AI CONSULTING

# AI Enterprise Assessment

Every company is investing in AI. Fewer than 1 in 9 is generating real returns.  
The assessment that puts you on the right side, in 8 weeks.

**8 weeks**

TIMELINE

**40+ criteria**

DIMENSIONS

**9 deliverables**

OUTPUTS

**7 phases**

PHASES

// REALITY CHECK

Your board will ask about AI ROI.  
Do you have the answer?

88%

of companies

already use AI in at least one business function. The race for competitive advantage has already started, with or without you.

MCKINSEY, 2025

72%

of CIOs

invested in AI last year without being able to demonstrate measurable P&L impact.

DELOITTE, 2025

1 in 9

companies

actually runs AI in production. The other eight? Stuck in the cycle of pilots that never turn into results.

GARTNER, 2026

*It's not a lack of initiative. It's a lack of **clarity on where to bet**, before wasting more time and capital.*

## // WHAT'S HOLDING COMPANIES BACK

Do any of these patterns sound familiar?

## TRAP 01

**The Endless Pilot Cycle**

The project starts, enters a pilot, the pilot goes well and stays a pilot. Always one more validation, one more committee. The money is gone. Transformation pushed to next quarter.

*67% of AI projects never reach production*

## TRAP 02

**Strategic Paralysis**

There are ten ideas on the table. Everyone agrees AI is urgent. No one decides which use case to prioritize, and the year passes with no real P&L impact.

*74% of companies have no AI roadmap for the next 12 months*

## TRAP 03

**Risk Growing in Silence**

The company moves fast. Governance comes later. When the incident happens, the cost goes beyond financial: reputation, compliance, and market trust.

*Average cost of an AI incident without governance: \$4.2M*

## // THE DIFFERENCE



The difference between leading with AI and falling behind isn't budget. It's knowing exactly **where to go before acting.**

*Leaders don't have bigger budgets. They have more clarity on where every dollar should go.*

## COMPANIES THAT FALL BEHIND

- ✗ AI budget approved without clear prioritization criteria
- ✗ Accumulated pilots that don't scale to the business
- ✗ Governance discovered only after the incident

## COMPANIES THAT LEAD WITH AI

- ✓ Portfolio with **structured scoring by business impact**
- ✓ **Board-approved roadmap** with allocated budget and defined KPIs
- ✓ Governance built before scaling, not as a reaction
- ✓ **Honest maturity diagnosis**, clear map of where to go

## // THE SOLUTION

In 8 weeks, you leave with an answer to every tough question your board will ask about AI.

This isn't open-ended consulting. It's a blueprint: strategy, data, technology, and business case.

### // 01

#### Where You Stand Today

Maturity diagnosis across **5 dimensions**: strategy, data, governance, talent, and technology. 40+ criteria evaluated against benchmarks.

### // 02

#### Where It Makes Sense to Bet

Portfolio Map with proprietary scoring across 4 axes. Quick Wins and Strategic Bets prioritized by real impact.

### // 03

#### How to Get There

90/180/365-day roadmap with business case, scenario-modeled ROI, and Board Pack ready for approval.



## // PROPRIETARY METHODOLOGY

7 phases. 8 weeks. Zero surprises.

PHASE	KEY DELIVERABLE	WHAT HAPPENS	WEEK
01	<b>Executive Alignment</b>	C-level interviews · Stakeholder mapping · Success criteria definition · Executive training	WK. 1
02	<b>Discovery with AI EventStorming</b>	Sessions with operational teams · Flow mapping · Opportunity ranking by impact	WK. 1-3
03	<b>Portfolio Map &amp; AI Scoring</b>	Proprietary model across 4 axes · Quick Wins vs. Strategic Bets · Calibration workshop	WK. 2-3
04	<b>Technical Deep Dives</b>	Tools and license mapping · Buy/Build/Partner matrix · Internal product pipeline	WK. 3-5
05	<b>Governance, Security &amp; Operating Model</b>	AI Governance Framework · Privacy & Compliance · AI Center of Excellence	WK. 4-6
06	<b>Reference Architectures</b>	Technical blueprint per use case · Security guardrails · Vendor scorecard	WK. 5-7
07	<b>Business Case, Roadmap &amp; Board Pack</b>	Scenario-modeled ROI · 90/180/365-day roadmap · Executive presentation ready	WK. 7-8

# 04

What are you still paying for by license that you could already **build with AI**?

*"Companies that build what they use gain margin and independence. Those that only buy, fund someone else's roadmap."*

// 01

## Tools and License Mapping

Inventory of tools, licenses, and critical processes. Where AI can replace off-the-shelf solutions, with a total cost of ownership estimate per tool.

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// 02

## Buy / Build / Partner Matrix

Decision across 3 axes: total cost, speed, and strategic control. Clear and auditable recommendation for each use case, free from vendor bias.

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// 03

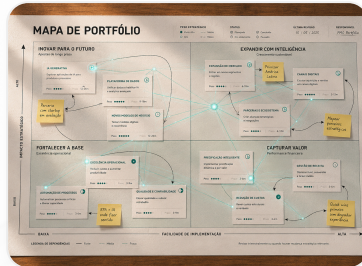
## Internal Product Pipeline

Prioritized portfolio of internal build initiatives. Fewer licenses, more ownership, and the foundation for the Lean Business Plan per area.

// PHASES 03 & 04 · FROM DIAGNOSIS TO DECISION

Three tools that turn mapping into board-approved priorities.

PHASE 03

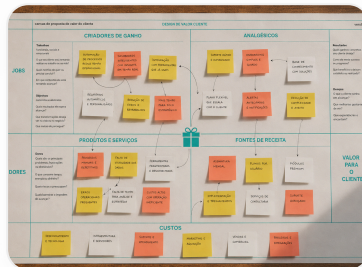


// 01

**Portfolio Map**

Initiatives ranked by value, complexity, and timeline. Separates Quick Wins from strategic bets with proprietary scoring across 4 axes.

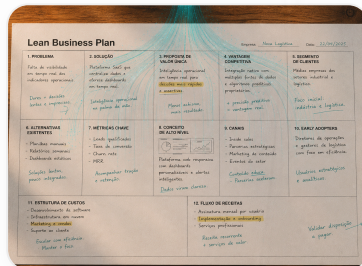
PHASE 04



// 02

**Prioritization Canvas (VPC)**

For each initiative: what it solves, what it creates, and why building is better than continuing to buy. Business language, not IT.



// 03

**Lean Business Plan by Area**

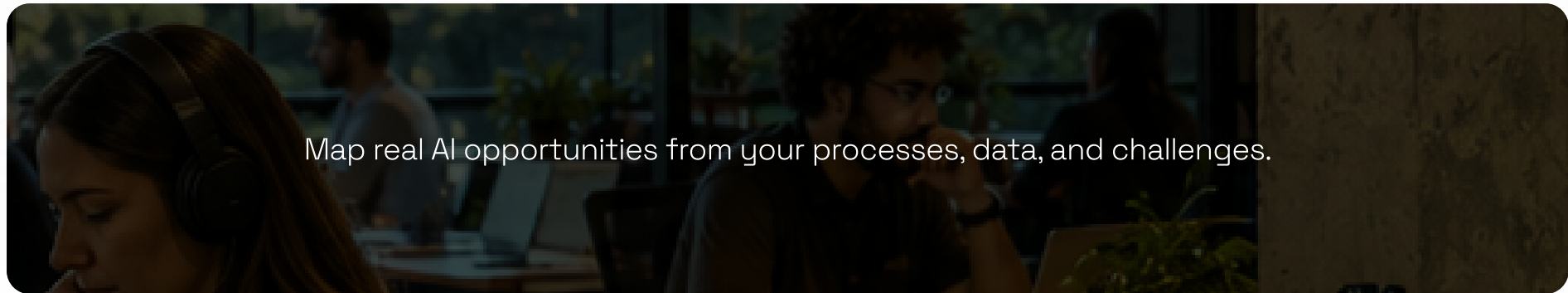
Goal, metrics, team, and timeline per prioritized area. Ready for internal approval without additional consulting.

Any consultancy delivers a report. What defines the decision are proprietary assessment tools: business-calibrated scoring, internal benchmarks, and auditable recommendations free from vendor bias.

// PHASE 05 • EXECUTION

## AI Office

Transforms internal knowledge into competitive advantage, revealing where AI can reduce costs, accelerate delivery, and create solutions tailored to your business.



**BUY**

**You pay forever**

Recurring license, vendor’s roadmap, limited customization. The solution is never truly yours.

**BUILD**

**You build and retain**

Solution tailored to your business, internal team that grows with it, knowledge that doesn’t leave with the contract.

**HOW IT WORKS**

Dedicated pods per prioritized initiative

**STARTING POINT**

Backlog approved in phases 03–04

**OUTCOME**

AI capability installed internally



## // CONCRETE DELIVERABLES

Not a report for the drawer. **9 deliverables** you use the very next day.

01

### Portfolio Map

Use cases prioritized with scoring across 4 axes: impact, feasibility, urgency, and risk

02

### Assessment Report

Maturity diagnosis with gaps per dimension and actionable recommendations

03

### 3 Reference Architectures

Technical blueprint per selected use case, ready for the engineering team to start

04

### Business Case

ROI, TCO, and scenario financial modeling: what the CFO and board need to see

05

### 90/180/365-Day Roadmap

Execution horizon with milestones, KPIs, and owners defined per phase

06

### Transformation Plan

Adoption, change management, and upskilling, because technology without people doesn't scale

07

### Executive Board Pack

Presentation ready to get budget approved and align leadership around the strategy

08

### Technical Handoff Kit

Complete package for the technical team to start execution immediately after closing

09

### Lean Business Plan by Area

Goal, metrics, team, cost, and timeline per prioritized area. Ready for internal approval without additional consulting

## // THE COST OF INACTION

Every week without clarity is a week of advantage **handed to your competitors.**

**\$1.4M**

lost on average per AI project executed without proper methodology

**\$4.2M**

average cost per AI incident without a structured governance framework

**14 months**

wasted on average before changing course. Time your competitors use to move ahead

## // WHAT YOU GAIN

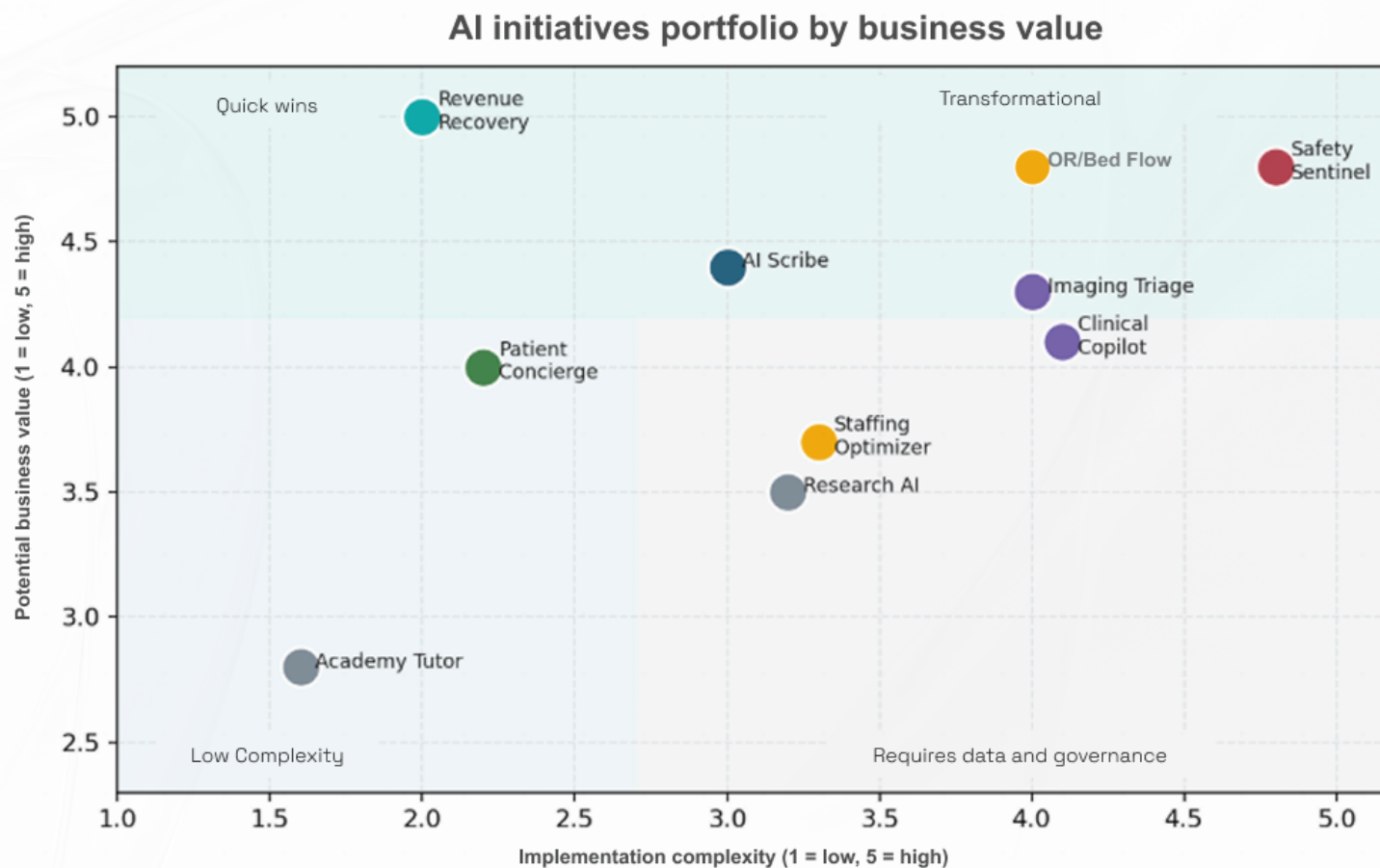
What changes in 8 weeks.

- ✓ **Clarity on where to invest**, and where not to. Portfolio prioritized by real impact.
- ✓ **A roadmap the board approves.** With confidence, allocated budget, and KPIs defined from day one.
- ✓ A solid foundation to secure budget with **financial modeling** the CFO understands.
- ✓ **Governance from day one**, controlled risk, and compliance guaranteed before scaling.

*"The right question isn't how much the assessment costs. It's how much it costs to go without it."*

## Prioritization matrix by business value

The prioritization separates initiatives by business value, complexity, and timeline. The recommendation is to converge on 2–3 pilots with the greatest institutional fit.



## Initiatives by business value, complexity and timeline

AREA	INITIATIVE	DESCRIPTION	VALUE	MVP	COMPLEXITY
<b>QUICK WINS</b>					
Revenue & Cash Flow	<b>AI Revenue Recovery</b>	Pre-billing audit, claim denial prediction, TUSS/ICD/materials validation, dispute agent.	Very High	6-10 wks.	Medium
Clinical Productivity	<b>AI Scribe + Summary</b>	Consultation documentation, chart summary, discharge letter, follow-up and handoff.	High	8-12 wks.	Medium
Patient Experience	<b>Patient Journey AI</b>	WhatsApp/portal for scheduling, exam preparation, administrative triage, and post-care.	High	6-10 wks.	Low-Medium
<b>TRANSFORMATIONAL</b>					
Operations	<b>Ops Control Tower</b>	Demand forecasting, beds, discharge, schedules, surgical center, and bottlenecks.	Very High	12-20 wks.	High
Clinical Quality	<b>Safety Sentinel</b>	Early warning, sepsis/deterioration, readmission, protocol adherence.	Very High	16-28 wks.	High
Specialties	<b>Clinical Copilot</b>	RAG of guidelines, protocols, and literature; support for evidence-based clinical questions.	High	12-20 wks.	High
Diagnostics	<b>Imaging AI Triage</b>	Report prioritization, assisted detection, PACS/RIS integration.	High	16-28 wks.	High
Research & Education	<b>Research AI Workbench</b>	Cohort discovery, study eligibility, assisted regulatory writing, AI tutor.	Medium-High	10-18 wks.	Medium-High

// SCIENSA METHODOLOGY

# Three processes that turn diagnosis into results

**Business Model Portfolio**

**PRIORITIZATION**

### Portfolio Map by Business Value

AI initiative ranking by business value, complexity, and timeline, with proprietary scoring across 4 axes the board can approve.

**Ambition: Measurable ROI in 12 months**

- Efficiency
  - Quick wins fund
- Revenue Growth
  - Scale the investment
- Quality & Governance
  - Reduce the risk

**Estimated ROI: \$12M to \$18M / year**

**BUSINESS CASE**

### Priority Initiatives & ROI

Expected ROI modeling across 3 value axes: efficiency, revenue, and quality, with a value tree and scenario calculations for board approval.

**EXECUTION**

### Roadmap & ScienSA Operating Model

5-phase execution framework with decision gates, from a 2-week Value Sprint to a consolidated AI Operating Model in 12 months.

- 0. Value Sprint: 2 wks.
- 1. MVP Factory: 6 wks.
- 2. Pilots in production: 12 wks.
- 3. Scale by domains: 24 wks.
- 4. AI Operating Model: 52 wks.

Weeks from kickoff →



## // WHY SCIENSA



Over 16 years delivering high-complexity software, with real results in production at major companies.

- ✓ **Fixed timeline. Closed scope. Guaranteed outcome.** You know at kickoff exactly what you'll receive in 8 weeks. No scope surprises.
- ✓ **From kickoff to final delivery, you work with the same specialists.** The ones who understand your business are the ones who build the solution.
- ✓ **Proprietary and auditable methodology.** 40+ dimensions, scoring across 4 axes. Verifiable deliverables, not opinions that change with every meeting.
- ✓ **Deliverables ready for immediate use.** Board Pack, Roadmap, and Handoff Kit usable the day after closing.
- ✓ **100% technology and vendor independent.** The recommendation is always what's right for your business, never guided by Sciensa's margin.

// AI ENTERPRISE ASSESSMENT · SCIENSA

# The AI competitive advantage window is open right now.

Scienza exists so leaders make the right decisions about AI — with strategy,  
method, and data, not hope.

8 weeks · fixed  
TIMELINE

40+ dimensions  
METHODOLOGY

9 concrete deliverables  
OUTPUTS

