



AI Success Checklist

Before You Begin

- **Identify your pain points.** For example:
 - “Our business intelligence tools make predictive analysis too time consuming.”
 - “Our existing models are hard to explain.”
 - “Our models have not been widely adopted.”
- **Identify the goals for this initiative from both you and your stakeholders’ perspective.** Be specific.
- **Identify your measures of success.**

Business Case Checklist

- Map out your company’s data analytics journey up to this point. How has the company evolved? Highlight where you are now, your pain points, and your goals.
- Make the case for your vendor of choice. Talk about how that company can help solve your pain points and help you meet your goals.
- Outline a clear implementation plan. Be as specific as possible.
- Outline the risks and your mitigation plans.
- Outline the potential benefits.
- Outline the costs of staying the same.
- State your recommendation and why they will help the company.

Vendor Evaluation Checklist

- Ask for information about the company to use when building your case.
- Do they understand your pain points/goals? How will their solution solve your problems?
- What is their plan for implementation? What is their timeline? Have they done this before at a company like yours?
- What are the risks of using their solution?
- What are the potential benefits of using their solution?
- What does their solution cost?
- How long has the vendor been doing this?
- What other benefits does the vendor provide in addition to software, such as training or services?



Technical Architecture Checklist

- Does the vendor's platform integrate with your existing data platforms?
- Can it scale to your data volume?
- Can the vendor's platform support your existing and planned users?
- Can the vendor's platform manage the number of models you expect to build?
- Can the vendor's platform deliver the throughput you need for model development?
- Does the vendor's platform meet your service level requirements for scoring and prediction?
- Does the vendor's platform scale up and down with varying workloads?
- Does the vendor's platform run efficiently, minimizing demands on computing resources?
- Does the vendor's platform support the programming languages your team wants to use?
- Can the vendor's platform run everywhere – both on-premises, and in any type of cloud?

Customer Success Checklist

- Will the vendor provide a vision and roadmap for your organization?
- Will the vendor provide your team with help defining use cases?
- Does the vendor fully support your software evaluation and trial?
- Does the vendor provide structured training targeted to different roles?
- Does the vendor provide professional technical support?
- Can the vendor provide staff augmentation while your team acquires new skills?

Contact Us

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