

PLANNING COLLATERAL

Outcomes Pilot Scorecard

A one-page scorecard for a 30-60-90 outcomes pilot around one business result.

PILOT DEFINITION

1

Bottleneck and owner

Name the business bottleneck, executive sponsor, and operating owner.

2

Baseline and target

Document the starting condition, current cost, and observable target condition.

3

System scope

Define the people, data, workflows, agents, and review steps in the pilot.

4

Evidence and cadence

Agree on the dashboard evidence, learning rhythm, and next decision date.

MEASUREMENT DISCIPLINE

Keep current cost, build cost, run cost, modeled value, adoption, and realized impact separate. That makes each expansion decision more useful and more honest.

WHAT TO OBSERVE

Cycle time

Throughput and delay

Quality

Rework and usability

Impact

Cost, adoption, realized result

Working-session prompts

What result matters most? What is true today? What proof would make the next investment decision straightforward?