A QUESTION FOR THE BOARDROOM

A stalled pilot needs a diagnosis before it needs a new model.

The stalled pilot autopsy



SMB CEO / transformation lead

THE FIELD TEST



Replay one abandoned task

Watch the person who stopped using the tool. Identify the exact point they leave it.

THE FIELD TEST



Price the checking work

Count time to accepted work with review, rework and escalation included.

THE FIELD TEST



Make a reversible choice

Repair one dependency, change the process or stop. Name the evidence that would reverse the choice.

TAKE IT TO THE MEETING

When did the last user return to the old workflow, and why?

The decision guide is free at otomat.ai/insights.