Decision-Ready to Production-Ready

Closing the Gap That Stalls Enterprise AI

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The queue is ranked. The meeting is moving.

Rank	Case	Priority	Recommended action
1	Case A	Critical	Escalate immediately
2	Case B	High	Senior review
3	Case C	High	Review today
4	Case D	Medium	Follow up
5	Case E	Medium	Monitor
	50 more open cases		

The list looks right.

Rank	Case	Priority	Recommended action
1	Case A	Critical	Escalate immediately
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3	Case C	High	Review today
4	Case D	Medium	Follow up
5	Case E	Medium	Monitor

18	Case F	Low	Queue for later

Rank 18 → Rank 1

Contract changed last week.

AI output

Rank 18 · Case F · Low · Queue for later

Reviewer adds missing context

→

Business decision

Rank 1 · Case F · Critical · Escalate immediately

Nothing appeared to fail.

It was still wrong for the business.

Application + Available data + Reviewer context → **Correct decision**

Decision-ready: able to support a business decision under known conditions.

THIS IS THE GAP THAT STALLS ENTERPRISE AI.

Use moves faster than the readiness decision.

THE **DECISION POINT**

Before use expands, leadership needs a formal review and an explicit decision.

Three Possible Outcomes

RETIRE

Stop the application and preserve the learning.

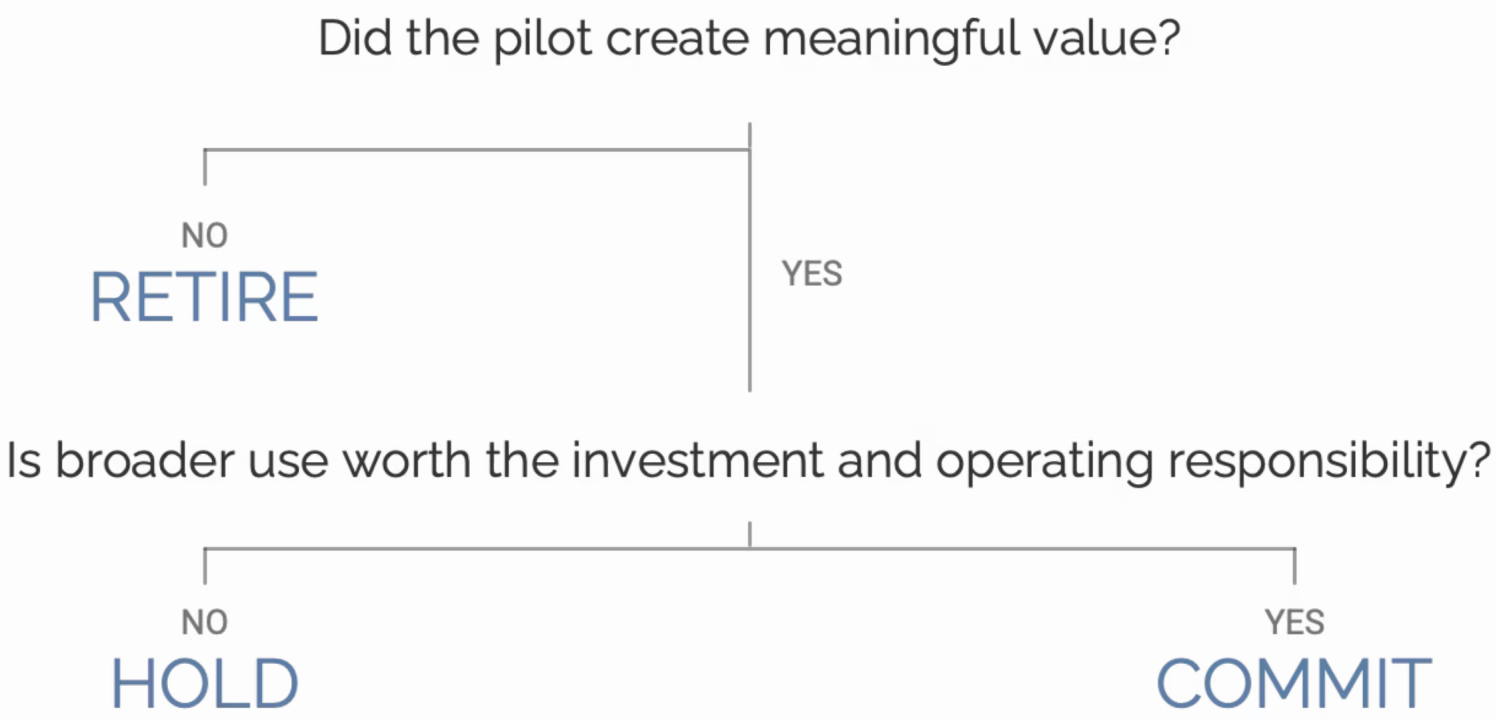
HOLD

Continue within the conditions already proven.

COMMIT

Authorize the investment to assess production readiness.

How Leadership Makes The Decision



COMMIT

AUTHORIZES THE WORK

The business is investing in the work required to determine whether the application can support production reliance.

THE ROAD TO PRODUCTION

R

RELIABILITY

Proves what can be trusted.

O

OPERATIONAL FIT

Shows whether the application can work in the real workflow.

A

ACCOUNTABILITY

Clarifies who owns the decision and the application.

D

DECISION

Determines whether remaining business risk is acceptable enough to authorize production reliance.

RELIABILITY

Does the application perform acceptably for the defined use under the conditions we expect?

DEFINED USE

Be clear about the decision the application is expected to support.

EXPECTED CONDITIONS

Test the inputs, context, and operating conditions the application is expected to handle.

ACCEPTANCE STANDARD

Define what "acceptable" means before judging whether the application is ready.

OPERATIONAL FIT

Can the team run the workflow effectively with the application as part of it?

WORKFLOW DESIGN

Define where the application fits into the team's normal process and how the work changes around it.

HUMAN REVIEW

Define what people review, when they intervene, and how exceptions are handled.

OPERATING CONTINUITY

Define how the team works when the application is unavailable, challenged, or requires additional review.

ACCOUNTABILITY

Are responsibility and decision authority clear?

BUSINESS OWNER	Owns the business outcome and how the application is used.
APPLICATION OWNER	Owns the data, definitions, logic, and operation.
DECISION AUTHORITY	Can change, pause, roll back, or retire the application.

DECISION

Are the remaining business risks understood and acceptable enough to authorize production reliance?

RELIABILITY

Application performance is acceptable for the intended production use.

OPERATIONAL FIT

The team can operate effectively with the application in the workflow.

ACCOUNTABILITY

Ownership of the business use and application is clear.

DECISION

Leadership decides whether the remaining business risk is acceptable and whether to authorize production reliance.

PRODUCTION-READY HAS A BOUNDARY.

Production-ready means the business is prepared to rely on the application for a defined use inside a defined workflow, within the conditions assessed.

USE

What the application is being used for

SCALE

Who is using it and at what volume

OPERATING MODEL

How it is run, reviewed, and evaluated

If any of those change, head down the ROAD again.

PRODUCTION-READY REQUIRES LEADERSHIP.

MAKE THE DECISION. LEAD THE PROCESS.

Q&A

I'll be just outside the room after the session if you'd like to continue the conversation.

DOWNLOAD THE SLIDES

paulwachtler.com/aitechworld