

INDUSTRY ACCELERATOR CHEAT SHEET

Pick a pilot. Set a 90-day metric.

Use these benchmarks to guide your table discussion. Circle the row that fits your organization, then carry your industry's 90-day success metric into the worksheet on Side 2.

INDUSTRY	DAYS 1–30 30-DAY PILOT GOAL	DAYS 31–60 60-DAY "AGENTIC" SHIFT	DAYS 61–90 90-DAY SUCCESS METRIC
Manufacturing UPTIME & OT	Shift-handoff agent. Summarize floor logs and maintenance notes across shifts.	Auto-alerts. AI triggers work orders in the ERP when anomalies are flagged.	25% reduction in unplanned downtime.
Finance CONTROLS & AUDIT	Audit-ready clerk. Extract vendor data from scattered PDFs and invoices.	Anomaly detection. AI flags billing duplicates or price spikes automatically.	80% reduction in manual data cleanup time.
Service & Retail REVENUE OPS	Discovery synthesis. Turn sales-call notes into draft Statements of Work.	CRM automation. AI updates lead stages and drafts follow-up sequences.	10+ hours/week saved for account managers.
Education & Non-Profit GRANTS & IMPACT	Impact reporting. Match program data against grant requirements.	Submission agent. AI monitors grant portals and pulls real-time KPIs into drafts.	3× increase in grant application volume.

★ THE GUARDRAIL CHECKLIST **Don't move to the 60-day phase without these.** CHECKPOINT · DAY 30

- ☐ **Human-in-the-loop**
A specific owner is assigned to review every AI output before it is published.
- ☐ **No PII / PHI policy**
Use of unapproved, free AI tools with sensitive data is strictly prohibited.
- ☐ **Executive sponsor**
A leader is assigned to tie the pilot results to a real business KPI.



YOUR THREE-STEP PILOT PLAN

Score it. Prompt it. Ship it.

Work the three steps in order. Walk away with a scored candidate, a drafted prompt, and a 90-day plan your sponsor can sign off on.

STEP 01 Task viability scoring

List 3 routine tasks. Mark each column 1 (yes) or 0 (no). Tasks scoring 3 or 4 are your pilot candidates.

CANDIDATE TASK	REPETITIVE? Daily / weekly	DATA-DRIVEN? Known source	PREDICTABLE? Fixed logic	REVERSIBLE? Low risk	TOTAL 0 - 4
01					
02					
03					

Pilot-ready: score 3 or 41 = yes · 0 = no

STEP 02 Draft your pilot prompt

Pick the highest-scoring task above and write the operational command your team will actually run.

G · C · S · E FRAMEWORK

Goal

The specific, tangible objective.

G

Context

Purpose and target audience.

C

Sources

The specific documents or data the AI must rely on.

S

Expectations

Required output format and tone.

E

STEP 03 The 30 · 60 · 90 day roadmap

DAYS 1 – 30 · DEFINE & RUN

Prove the metric

Execute 10-15 real runs. Measure the success metric (e.g., time saved per task) against your baseline.

DAYS 31 – 60 · INTEGRATE

Connect the source of truth

Move from copy-paste to systems integration. Connect the AI directly to SharePoint, the CRM, or the ERP.

DAYS 61 – 90 · SCALE

Finalize the SOP & decide

Finalize the new Standard Operating Procedure. Then make the call:

Scale

Tweak

Stop

