

AI OPPORTUNITY & VALUE SPRINT

Choose the AI opportunity worth funding.

Compare AI opportunities against real workflows, value, feasibility, adoption, and security requirements. Leave with a recommendation your team can review.

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- ☒ **01 DECIDE**
This engagement
 - ☐ **02 REDESIGN**
Change the workflow
 - ☐ **03 GOVERN**
Set the boundaries
 - ☐ **04 SCALE**
Expand, revise, or stop

01 THE DECISION

When AI proposals outnumber the resources to pursue them, leaders need a clear basis for choosing. A compelling demonstration does not establish whether an idea fits the workflow, can be implemented, or merits investment.

We map the workflows behind your shortlist, establish how they perform today, and assess each opportunity against value, feasibility, adoption, and security requirements. Your team can review the evidence and challenge the assumptions behind each score.

You receive an AI Investment Decision Package: a ranked shortlist, the reasoning behind our recommendation, and a pilot charter when a pilot is justified. The next step may be to proceed, address gaps, use an existing product, defer, or stop.

Bring H2H in when

- The organization has more AI ideas than it can responsibly fund.
- An AI pilot has stalled because value, ownership, data, or workflow fit is unclear.
- Leaders need a shared decision before committing implementation budget.
- Security and governance questions may decide which opportunity can move first.

What we need from you

- A sponsor with the authority to fund, defer, or stop the work.
- An owner for each opportunity on the shortlist, available for working sessions.
- The operating evidence you already have: volumes, costs, cycle times, and known constraints. Gaps are recorded, not hidden.

AT A GLANCE**DECISION**

Which agentic AI initiative should we fund first?

PHASE

01 · Decide

DELIVERABLES

Scored shortlist · workflow maps and value model · readiness findings and pilot charter · AI Investment Decision Package

ENDS WITH

Proceed, defer, or stop.

OWNER ON YOUR SIDE

The sponsor who owns the AI budget

SECURITY SIGN-OFF

Your security or data reviewer checks the pilot charter's data and action limits before the decision

DELIVERED BY

H2H Technology (vendor), with your team (customer)

02 HOW IT RUNS

Three steps. A checkpoint after each one where you can stop with something in hand.

- 01 FRAME Agree the decision and the evidence**

What happens	Confirm the investment decision you need to make, the opportunities on the shortlist, the operating constraints, and the evidence that exists today.
Your involvement	The sponsor sets the decision; the AI program lead and one owner per opportunity join working sessions.
Checkpoint	Decision charter signed by the sponsor. You can stop here and keep the charter.
Output	Decision charter and evidence request.
- 02 EVALUATE Score each opportunity in the open**

What happens	Map the workflows behind the shortlist and score each on value, feasibility, adoption, time to evidence, and the security conditions that decide whether it can ship.
Your involvement	Opportunity owners confirm the baselines; your security or data reviewer flags sensitive data and access limits.
Checkpoint	Scoring reviewed with the sponsor before any recommendation is written.
Output	Scored opportunity backlog, workflow maps, directional value model, readiness and risk findings.
- 03 DECIDE Recommend one next move**

What happens	Write the recommendation, the pilot charter if a pilot is justified, and the gaps to close first. Every assumption and uncertainty is stated.
Your involvement	The sponsor, the AI program lead, and your security reviewer attend the decision session.
Checkpoint	Decision record: proceed, defer, or stop.
Output	AI Investment Decision Package and action roadmap.

03 WHAT YOU GET

Four deliverables, each with an acceptance test you can apply.

DELIVERABLE	WHAT IT CONTAINS	FORMAT	ACCEPTED WHEN
1 Scored opportunity backlog	Every opportunity on the shortlist, scored on value, feasibility, adoption, time to evidence, and security conditions, with the dependencies and uncertainties behind each score.	PDF plus the scoring workbook	The sponsor agrees the scoring reflects your priorities.
2 Workflow maps and value model	Current and future views of the strongest one to three opportunities; your baselines, stated assumptions, value ranges, and confidence.	PDF, editable diagrams, and the model workbook	Each opportunity owner confirms the baseline for their workflow.
3 Readiness findings and pilot charter	Data, integration, ownership, security, and governance conditions that affect the decision; for the recommended pilot, its boundary, owner, measures, controls, and decision gates.	PDF	Your security or data reviewer has checked the pilot's data and action limits.
4 AI Investment Decision Package	The executive recommendation, the action roadmap, and the decision record from the readout: what you chose, why, who owns the next step, and what evidence is still missing.	PDF plus a facilitated decision session	The sponsor records proceed, defer, or stop at the decision session.

04 HOW IT ENDS

Proceed, defer, or stop.

Proceed

Fund a bounded pilot with an accountable owner, a measured baseline, success criteria, control requirements, and decision gates.

Defer

Close the data, ownership, or security gaps first, or buy and configure an existing product when building adds cost without advantage.

Stop

The evidence, economics, or readiness do not support the investment. Keep the scored backlog and the baselines for the next decision.

Not included

- Guaranteed ROI or savings. Value is modeled from the baselines you provide; realized results depend on implementation and adoption.
- Production implementation. The Sprint ends with a decision; building the pilot is a separate engagement.
- A vendor selection decided in advance, a procurement-only comparison, or legal, certification, or compliance review.

Exact scope, participants, timing, and fees are confirmed in the statement of work. Changes after kickoff go through a written change note before work continues.

05 HOW WE WORK INSIDE YOUR ENVIRONMENT

What your security and procurement teams will ask.

Access and data

- A mutual NDA precedes discovery.
- You keep your own data.

Controls and frameworks

Each opportunity is scored against the same security conditions: what data it would touch, what actions it could take, who would approve them, and what would be recorded. The pilot charter carries those limits forward so the next engagement starts from them. Where relevant, we map the agreed controls and evidence to NIST AI RMF, ISO/IEC 42001, and OWASP guidance for LLM and agentic applications. H2H does not certify compliance or guarantee an audit outcome.

Who does what

ROLE	FRAME	EVALUATE	DECIDE
Sponsor (customer)	Accountable: decision charter	Reviews the scoring	Accountable: proceed, defer, or stop
Opportunity owners (customer)	Working sessions	Confirm baselines and assumptions	Informed
Security or data reviewer (customer)	Consulted: data and access limits	Consulted: readiness findings	Reviews the pilot charter's controls
AI program lead (customer)	Responsible: evidence request	Consulted: scoring	Owens the action roadmap
H2H (vendor)	Responsible: framing and evidence review	Responsible: scoring and value model	Responsible: decision package

Assumptions

- One business area or a related set of workflows. A second area is a second engagement or a written change note.
- The sponsor can make or take the investment decision at the closing session.
- Owners and reviewers are available for the working sessions in the plan.

Where Tutela fits

Optional, not required. If the recommended pilot lets an agent call tools or reach sensitive data, the pilot charter names the controls it needs. Tutela Agentic Security by H2H is one way to enforce them: customer-owned, deployed in your environment, available on AWS Marketplace. The recommendation does not depend on it.

Thirty minutes. Bring the workflow you're worried about.

No deck. We look at the workflow, the data it touches, and who has to approve it, and tell you whether this engagement is the right next step.



Book a conversation

calendly.com/cortez-h2htech
or scan the code to open the calendar

DELIVERED BY

H2H Technology

H2H brings workflow design, engineering, and AI governance together. We help you decide what deserves investment, implement the agreed work, and review the evidence for what comes next.

OTHER BRIEFS IN THIS SERIES

AI Workflow Transformation and Automation · AI-native Product Development · AI Governance and Agentic Security