

Finding Value **With AI**

A practical guide to spotting the processes in your business that translate well to AI, and putting an early number on what they are worth.

The fastest way to get value from AI is to point it at the right problem first. Pick well and the savings start showing up early, rather than waiting on a large transformation project to land. **The best candidates are usually hiding in plain sight**, in the workarounds your team has quietly built up because a system does not quite do what they need. **This has never been about replacing staff**, it is about freeing people from the repetitive parts of their role so they can spend more time on the work that actually needs a person.

SIGNS OF A GOOD CANDIDATE The more that apply, the stronger the case



It Happens Often

Daily or weekly beats quarterly. Volume is what turns a small saving into a real one.



The Rules Can Be Written Down

If someone can explain the steps to a new starter, it's often a good candidate for AI.



It Is Mostly Reading And Typing

Pulling detail out of documents, emails or forms and putting it somewhere else.



The Inputs Can Be Captured

Data already in a system or inbox is easiest, but paper records can be scanned in first.



Someone Reviews It Anyway

An existing approval step means a mistake gets caught before it costs anything.



You Can Tell If It Is Wrong

A clear right answer makes it easy to trust, measure and improve over time.



Most Cases Look The Same

Low variation with rare exceptions. The odd edge case can still come to a person.



The Delay Is Waiting, Not Thinking

Time lost to searching, rekeying or chasing is time AI can hand straight back.



More Than One Person Does It

If it is spread across a team, the saving multiplies and the process is usually well understood.

THREE LEVELS TO WORK THROUGH Most businesses should start at the left



SMALL Quick Wins

Fastest to deliver, no system integration

YOU BUILD IT, ON OUR TOOLING

Standalone tasks where AI works on text and documents your team already has to hand.

- Drafting standard replies and letters
- Summarising long documents or threads
- Answering policy and how-to questions
- Tidying, reformatting and translating
- First-draft content and meeting notes



MEDIUM Connected Work

Needs secure read access to your data

WE SET UP THE ACCESS, YOU BUILD ON TOP

AI works from a controlled copy of your business data, so it can answer with real numbers.

- Dashboards and reporting
- AI document processing
- Data cleanup and ingestion
- Paper records scanned into digital data
- Reconciling two sets of records
- Chasing approvals and follow-ups



ADVANCED Embedded In The Process

Needs integration, approvals and governance

WE BUILD, DEPLOY AND SUPPORT IT

AI sits inside a live process and can act on it, with approval steps and a full audit trail.

- Sales chatbots and sales portals
- Call handling and voice assistants
- Product setup with approval steps
- AP, supply chain and customer service
- Workflows running across several teams

WHERE TO GO LOOKING The usual hiding places

Spreadsheets bridging two systems

Anything typed in twice

The shared inbox

Someone's own checklist

The Friday or month-end job

Chasing and follow-up

Hand-built reports

"Just ask Dave"

Templated replies

Cross-checking two lists

Manual handoffs between teams

The same field corrected every time

PARK THESE FOR NOW Not impossible, just poor first choices

One-off or rare tasks

No agreed process

Irreversible with no review

Needs negotiation or judgement

Rules that change constantly



SCORE IT, THEN SIZE IT

How often does it happen? How long does it take? How many people do it? Those three size the prize. What happens if it is wrong, and could you write the rules down? Those two size the risk. A high prize with low risk is where you start.

TURN IT INTO AN EARLY DOLLAR FIGURE

Frequency

×

Time Saved

×

People Involved

×

Labour Cost

=

Indicative Annual Value

A rough figure, not a business case, but enough to compare candidates and set priorities. The goal is time given back to people, not headcount removed.

Our AI Challenge runs this across your whole team in a single morning.