

AI Opportunity Sprint

A short overview to share inside your organization

Forward this to the people who need to agree.

Three weeks. Fixed fee. Useful even if nothing gets built.

An AI pilot is easy to start and hard to finish, often because nobody agreed what "working" meant before it started. In three weeks, Walter maps one costly workflow with your team, compares a process change, plain automation and AI, and puts a working prototype in front of the people who would use it. You end with a go or no-go decision, and what "working" means is settled before any money goes into a build.

How it runs

Week	What happens	Your time
1 • Map the work	90-minute kickoff with the sponsor. Interviews with the people closest to the work. A walkthrough where the work happens.	Sponsor 90 min. Three to five people, 45 min each.
2 • Decide what to test	Every point of friction gets its options: AI, simpler automation, a process change, or no change. Scored on value, feasibility, risk, reversibility and time to learn. The sponsor picks one to prototype.	Sponsor 90 min.
3 • Prototype and test	A realistic prototype, built with sample or synthetic data, tested with the people who would use it. Readout and decision.	Sponsor 60 min. Testers, 30 min each.

Your time, in total: your sponsor, about 4 hours; three to five people who do the work, about 75 minutes each.

What you get

- **The AI Opportunity Map.** The problem, the workflow, the recommendation (AI, automation, process change or no change), the data and controls it needs, pilot scope, production exit criteria and the next decision.
- **A scored shortlist** of every candidate considered, with reasons.
- **A tested prototype** and what your people did with it and said about it.

- **A starter evaluation set:** examples of the work with the right answers, which any future build must pass.

The answer is often a mix: a process change, some plain automation, and AI on the steps rules can't handle. The Map says which. A fictional sample Sprint's work products are at maplesparklabs.com/sprint.

What happens next

If the Map finds a use case worth it, **Pilot to Production** is a separate agreement. Already have a pilot? It doesn't need a Sprint first. The exit criteria from the Sprint become the pilot's acceptance criteria: it goes live when it meets them, with an owner, monitoring, a runbook and cost limits.

Your information

By default, client information stays in the client's own systems and licensed tools. MSL's own AI tools work on de-identified or synthetic material. Anything else is agreed in writing first.

The specific terms are set out in the MSA and SOW.

Fee and next step

A fixed fee, quoted after a 30-minute fit conversation. **Talk through a workflow:** maplesparklabs.com/contact. No preparation required.

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