

# Are you building AI like the 5% who get to production?



## Phase 1: Face the unsexy truth

1. Do you know what problem you are actually solving – or are you "using AI"?
2. Can the people closest to your customers build and iterate – or does everything route through engineering?
3. Is your knowledge AI-ready, or just documented?



## Phase 2: Build for scale, not demo day

4. Are your guardrails accelerating you – or blocking you?
5. What is your change management plan – for humans AND AI?



## Phase 3: Move now

6. Are you ruthlessly defending scope – or letting "AI is magic" run the budget?

✓ Solved    ⚠ Working on it    ✗ Not addressed

2+ items not solved? You are not in the 5%. **Yet.**

# What the 5% do differently

The pattern behind every company that gets AI to production.

## Expert Judgment

The 5% are ruthless about picking problems that matter at scale.

## Flow of Work

If your AI lives in a separate portal, you have already lost.

## Invest In People

Perception of displacement kills everything. Design for human-AI partnership.

## Move *Before* Pressure

Deploy incrementally. Treat each launch like a test. Move fast, learn fast.

→ **One thing the 5% have in common: They build with people who have done it at scale**