AUSPICA | AI INTAKE-TO-VALUE OPERATING MODEL

One-page *decision standard* for putting AI into production.

Score determines priority · Gates determine permission · Evidence creates auditability · Metrics determine investment

Auspica
HR for the AI workforce

THE PROCESS SIX STAGES, TWO OF THEM GATES

01 Intake	02 Score	03 Design Gate	04 Pilot Gate	05 Prove Value	06 Decide
Problem, sponsor, users, baseline	Value, readiness, risk, scale	Architecture, controls, approvals	Limited release, logs, rollback	Outcome, adoption, quality, economics	Fund, condition, redesign, or stop

01 Intake scoring

CRITERION	WT.	5 = STRONG EVIDENCE
Strategic alignment	15	Advances an approved enterprise priority
Economic value	20	Quantified revenue, cost, capacity, or risk benefit
Process pain	10	Frequent, costly or high-friction task; clear users
Data readiness	15	Approved, accessible, current, representative data
Technical feasibility	10	Viable workflow, integrations and performance
Risk and control fit	10	Material risks understood and controllable
Adoption readiness	10	Owner, users, workflow change and training ready
Measure and scale	10	Baseline/target/owner defined; reusable pattern

SCORING Score each criterion 1 to 5; weighted points = weight x rating / 5. 75–100 pilot candidate · 60–74 discovery or remediate · <60 backlog or stop

AUTOMATIC HOLD No sponsor or baseline; prohibited use or data; or high risk that cannot be controlled. A strong score never overrides a failed gate.

02 Governance gates and required evidence

GATE		DECISION QUESTION	MINIMUM EVIDENCE PACK
G0	Intake	*Is this a real, owned problem?*	Sponsor and accountable owner; users and workflow; problem statement; current baseline; preliminary data classification; intake score.
G1	Design	*Is it safe, lawful and feasible?*	Risk tier; architecture and data flow; model and vendor rationale; privacy, legal and security reviews; human oversight; control plan; success and stop criteria.
G2	Validate	*Does it perform under normal and hostile conditions?*	Instructions and system prompt; data and knowledge inventory; access model; test set and results; quality and grounding thresholds; red-team tests; failure modes; version record.
G3	Pilot	*Can a limited group use it safely?*	Pilot charter and approved users; training and disclosures; monitoring and logs; incident, escalation and rollback plan; support owner; change control; release approvals.
G4	Scale	*Should the organization fund production?*	KPIs versus baseline; adoption, quality and risk results; control effectiveness; TCO, ROI and payback; production architecture and SLA; operating owner; funding request.

GATE RULE — NO EVIDENCE, NO PASSAGE Evidence must be stored, versioned and attributable to an owner and approver. Risk, legal, privacy or security may veto any score.

03 Custom GPT standards checklist

- ☐ **OWNERSHIP AND LIFECYCLE** Business owner, technical steward, risk tier, intended users, review date and retirement trigger.
- ☐ **ACTIONS AND AUTHENTICATION** Approved endpoints and schema; managed OAuth or key; scoped permissions; validation, timeout and error handling.
- ☐ **PURPOSE AND TRANSPARENCY** Name, description and starters match the approved use; limitations and human responsibility are explicit.
- ☐ **CONSEQUENTIAL ACTS** Read-only default; explicit user confirmation or human approval before writes, transactions, messages or changes.
- ☐ **INSTRUCTIONS** Role, allowed and prohibited tasks, source rules, uncertainty, refusal and escalation, approvals and output format are defined.
- ☐ **SECURITY** Prompt-injection, data-exfiltration and secret-disclosure tests passed; external content is treated as untrusted.
- ☐ **KNOWLEDGE** Files are approved, classified, current and owned; source and expiry recorded; no secrets or unnecessary personal data.
- ☐ **QUALITY** Representative and edge-case tests pass defined grounding, accuracy, completeness, safety, latency and cost thresholds.
- ☐ **ACCESS AND SHARING** Least privilege; workspace or invite-only by default; sharing level and settings permissions are approved.
- ☐ **OPERATIONS** Version history, change approval, monitoring and logs, incident response, rollback, support and quarterly review assigned.
- ☐ **CAPABILITIES, APPS, ACTIONS** Only required connections are enabled; purpose, owner, data exchanged and dependency are documented.
- ☐ **EVIDENCE PACK** Configuration record, knowledge inventory, test report, approvals, known limitations, release note and owner attestation.

04 Pilot measurement to funding recommendation

DIMENSION	WT.	DEFAULT FUNDING EVIDENCE / TARGET
Business outcome	30	Approved KPI improves materially versus baseline (default 20% or more) and benefit is attributable to the pilot.
Adoption	15	60% or more of eligible users active; 50% or more repeat use; workflow completion and user acceptance meet target.
Quality	20	90% or more task success or accepted output, or approved task-specific threshold; rework under 10%; grounding target met.
Risk and reliability	20	Zero critical incidents; 95% or more of required controls executed; error, latency and availability thresholds met.
Economics and scale	15	Annualized net benefit at least 2x annual run cost; payback 12 months or less; production owner and capacity confirmed.

FUNDING RECOMMENDATION

Fund 80–100	Conditional 65–79	Stop / Redesign <65
All gates pass; no critical event; intake score 75 or above; named benefits owner.	Mandatory gates pass; gaps have owner, budget and remediation under 90 days.	Failed mandatory gate, material harm or data event, weak adoption, or no credible economics.

STANDARD A GPT is not production-ready until every applicable item is evidenced. Public or link sharing, external actions and sensitive data require explicit exception approval.

PRE-REGISTER BEFORE PILOT Baseline, target, data source, sample, duration, comparison method and metric owner. Do not invent success criteria after results are known.

ANNUALIZED NET BENEFIT (validated time saved x loaded labor rate x annual eligible volume x adoption) + revenue or risk benefit − annual run cost

ENTERPRISE BASELINE
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