metacto

A METACTO SCORECARD · AI WORKFORCE

Which workflow is worth funding?

Score one workflow in five minutes. See whether it's ready to fund, what could stop it reaching production, and what to do next.

Metacto's Workflow Worth Funding Scorecard measures both value and readiness across seven operational conditions, giving you a clear placement, not just a number.

15	7	4
questions	dimensions	outcomes

WORKFLOW SCORECARD RESULT ● SCORED

Proposal Generation WF-001

Opportunity: High

VALUE HIGH READINESS: MODERATE

Quadrant
Prepare, Then Fund — RESULT

Opportunity Value
Score: High (3.3 / 4) — HIGH

Execution Readiness
Score: Moderate (2.6 / 4) — MOD

Two questions, four outcomes.

This scorecard asks two questions about a single named workflow: Is it valuable enough to fund? And is it ready enough to build responsibly?

Proposal generation | Lead qualification | Customer onboarding | Support ticket triage | Compliance review | Project document intake

SCORED ACROSS SEVEN CONDITIONS

01 **Value** Is there a business number worth moving?

02 **Workflow** Is the work understood well enough for AI to participate?

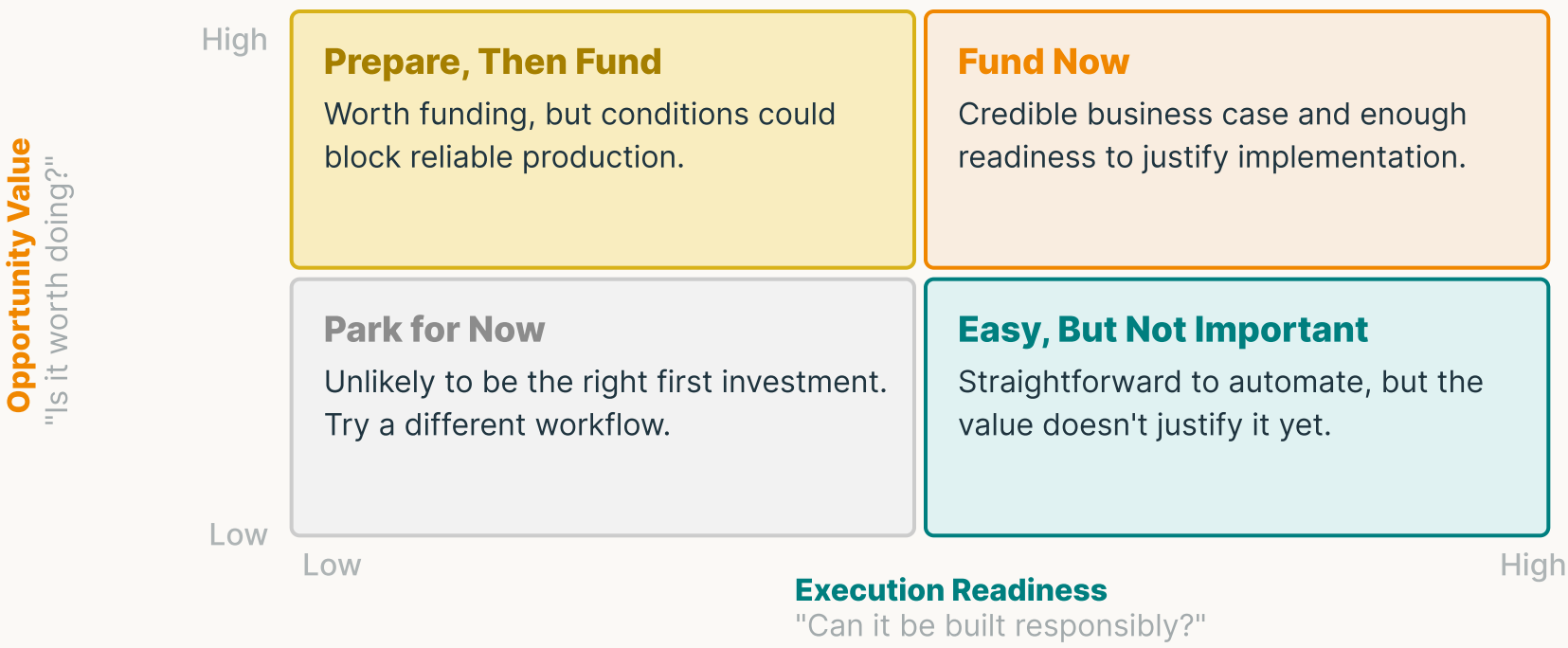
03 **Context** Can AI access the business knowledge to make trustworthy decisions?

04 **Systems** Can AI operate securely inside the systems where the work happens?

05 **Controls** Can the organization limit, review, and govern what AI does?

06 **Ownership** Is someone accountable for changing and operating the workflow?

07 **Measurement** Can the organization prove value and monitor reliability?



More useful than a single "72 out of 100." You get placement, not just a number.

NEXT Score your workflow →

Score one workflow. Five minutes.

Rate each question on a 0–4 scale: 0 Unknown · 1 No · 2 Partially · 3 Mostly · 4 Yes. Include "Unknown", because it separates "we know it's weak" from "we haven't looked."

Workflow: _____

1 VALUE

1) Can you name the business metric this workflow should improve? 0 1 2 3 4

2) Would a meaningful improvement materially affect revenue, cost, risk, speed, or quality? 0 1 2 3 4

3) Would solving it create reusable context, integrations, or patterns for other workflows? 0 1 2 3 4

2 WORKFLOW

4) Can the steps, decisions, handoffs, inputs, outputs, and exceptions be mapped? 0 1 2 3 4

5) Is it repeated often enough to justify a production system? 0 1 2 3 4

3 CONTEXT

6) Have the authoritative sources been identified? 0 1 2 3 4

7) Can the definitions, policies, history, relationships, rules, and unwritten knowledge be captured? 0 1 2 3 4

4 SYSTEMS

8) Can the systems be reached via reliable APIs, pipelines, or integration points? 0 1 2 3 4

9) Can AI securely read, take permitted actions, and leave an audit trail? 0 1 2 3 4

NEXT Controls, ownership & measurement →

Controls, ownership, and measurement.

Dimensions 5–7 assess whether the organization can govern, own, and measure the workflow in production. These are the conditions most teams underestimate.

5 CONTROLS

10) Are the consequences of a wrong output or action understood? 0 1 2 3 4

11) Can approval gates, citations, escalation, autonomy limits, and human review be designed in? 0 1 2 3 4

6 OWNERSHIP

12) Is there a named operational owner with authority to change how the work gets done? 0 1 2 3 4

13) Does the team have capacity for adoption, feedback, maintenance, and improvement? 0 1 2 3 4

7 MEASUREMENT

14) Is there a measurable baseline and a target outcome? 0 1 2 3 4

15) Can business impact, quality, reliability, exceptions, and degradation be monitored after launch? 0 1 2 3 4

Value 25% · Workflow 15% · Context 15% · Systems 10% · Controls 10% · Ownership 10% · Measurement 15%

GATING RULES

A high average isn't enough. Any dimension below its floor blocks a Fund Now result.

Value < 2.5 → not Fund Now

Workflow < 2 → map it first

Context < 2 → run a context inventory

Systems < 2 → validate integration feasibility

Controls < 2 → design oversight & autonomy limits

Ownership < 2 → name an operational owner

Measurement < 2 → set a baseline and metrics

NEXT See how your score lands →

Five ways it can land.

Your scores map to one of five outcomes. Each includes criteria, a message, and guidance on what to do next.

Fund Now

≥80, Value ≥3, no dimension <2, Controls & Ownership ≥2.5

A credible business case and enough operational readiness to justify structured implementation planning.

Prepare, Then Fund

60–79 or a readiness dimension <2, Value ≥2.5

Worth funding, but one or more conditions could block reliable production. Names the top two gaps.

Explore Further

40–59, Value 2–2.5, several Unknowns

Promising, but not yet enough evidence to fund. Map it, baseline it, identify sources, compare candidates.

Park for Now

<40 or Value <2

Unlikely to be the right first AI role to fund. Evaluate a different workflow.

Easy, But Not Important

Technically easy, low value

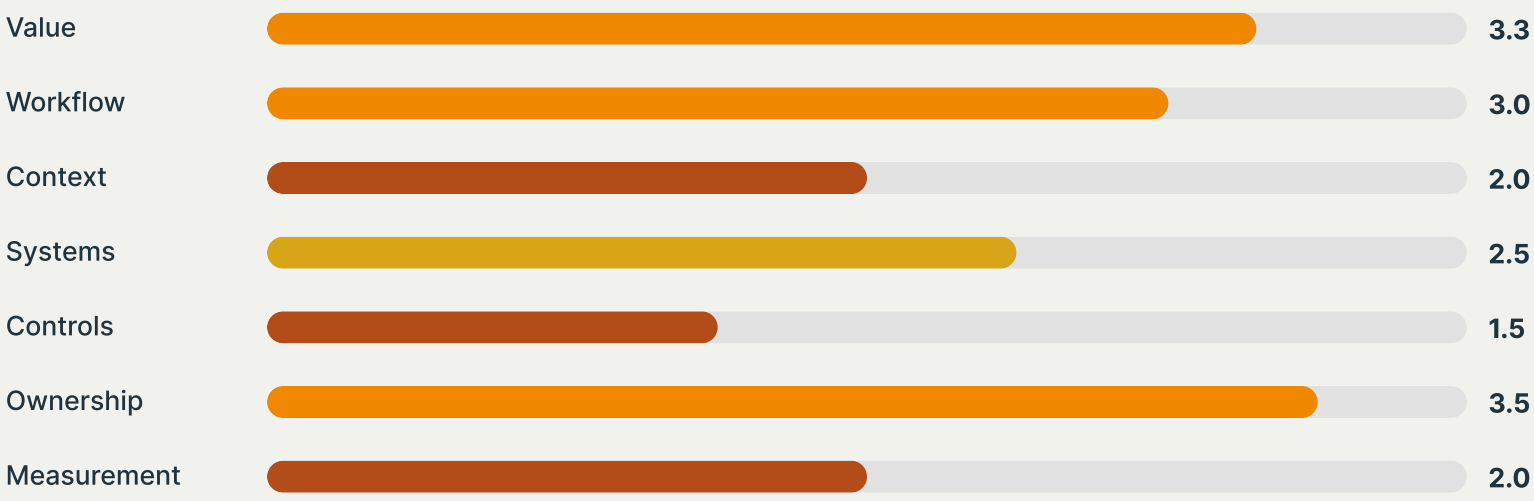
Straightforward to automate, but the value doesn't justify production investment yet.

NEXT From score to action →

From score to action.

Proposal Generation: Prepare, Then Fund · High potential value · Moderate execution readiness

DIMENSION PROFILE



STRONGEST CONDITIONS

- ✓ Clear business metric (revenue per proposal)
- ✓ High volume (40+ proposals/month)
- ✓ Strong ownership (Sales Director named)

BIGGEST GAPS

- ⚠ Context spread across five systems
- ⚠ Human review process undefined
- ⚠ No baseline metrics exist

RECOMMENDED ACTIONS (from lowest dimensions)

1. Identify the authoritative source for each fact type used in proposals
2. Document definitions, rules, exceptions, and relationships across the five source systems
3. Design approval gates and human review process before build

Found the workflow worth pursuing?

An AI Workforce Review turns that starting point into a clear plan for where AI roles can create measurable business value. It takes 45 minutes.

Book an AI Workforce Review