

Automation Readiness Gauge for Mid-Sized Organizations

A decision tool for operations leaders, process champions, and automation owners weighing the hard question: **Can your organization actually scale automation beyond the pilot stage?**

Gartner forecasts that

30% of generative AI projects will be abandoned after proof of concept,

and **60% of AI projects overall**

will be abandoned after proof of concept,

will be abandoned due to inadequate data foundations.

The technology isn't the problem. Organizational readiness is.

Five Ways Automation Programs Stall



Pilot Purgatory

POCs succeed in isolation but never reach production. No roadmap, no governance for scaling, no infrastructure beyond the sandbox.



Tool Sprawl

Multiple automation platforms run in parallel with no orchestration layer, leaving organizations unable to achieve end-to-end automation in any core process.



Digitized Chaos

Automation is layered on top of broken, inconsistent processes. The result: brittle workflows, constant manual intervention, and eroded ROI.



Security Blind Spots

Automated workflows move data at scale without classification, access controls, or compliance checks built in from the start.



Change Resistance

Automation is rolled out as a technology project without workforce alignment. Adoption stalls when the team members closest to the process aren't brought into the rollout.

The 5 Dimensions of Automation Readiness

Each dimension delivers one of three readings: **Ready to Scale, Building Readiness, or Foundational Gaps**. Three or more "Foundational Gaps" readings mean the rollout will outrun the organization. Strengthen the foundation before expanding the footprint.



1. Process Maturity

Ready To Scale

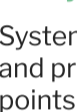
Core processes are documented, standardized, and stable across teams

Building Readiness

Some processes documented, but execution varies across teams or sites

Foundational Gaps

Processes are ad hoc, inconsistent, or heavily exception-driven with little documentation



2. Technology Foundation

Ready To Scale

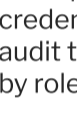
Systems expose reliable APIs and predictable integration points; deployment is repeatable

Building Readiness

APIs are available but integrations need workarounds in places; deployment is partially manual

Foundational Gaps

Legacy interfaces require manual configuration or screen-scraping; no consistent deployment pattern



3. Governance & Compliance

Ready To Scale

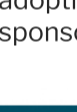
Clear policies cover bot credentials, data handling, and audit trails; access is controlled by role

Building Readiness

Basic controls exist but coverage is inconsistent across automated workflows

Foundational Gaps

No unified policies for automated workflows; compliance handled reactively when issues surface



4. Organizational Readiness

Ready To Scale

A Process Champion or Automation Owner drives adoption with executive sponsorship in place

Building Readiness

A bandwidth is identified but lacks the bandwidth or authority to drive cross-team adoption

Foundational Gaps

Automation is treated as an IT-only initiative with no clear owner or change plan



5. ROI Visibility

Ready To Scale

Outcomes are tied to measurable KPIs; cost, efficiency, and error-reduction targets set up front

Building Readiness

Some metrics are tracked, but they're not consistently linked to business outcomes

Foundational Gaps

No baseline metrics; ROI tracked informally or success defined anecdotally

How Amiseq Closes the Gap on Each Dimension

A consultative approach that meets your organization where it is and gets you to where automation pays off.

Process Maturity → **Process Discovery & Standardization**

We map current workflows, score automation candidates by feasibility and impact, and standardize the processes that are ready — so automation runs on a stable foundation instead of multiplying chaos.

Technology Foundation → **Integration Architecture & API Enablement**

We assess your integration layer, design reliable connection points across core systems, and build deployment pipelines that make each new automation faster than the last.

Governance & Compliance → **Right-Sized Governance Frameworks**

We design policies for bot identity, data handling, and audit trails that fit a mid-sized operating model — strong enough to satisfy auditors, light enough not to slow the business.

Organizational Readiness → **Operating Model & Change Enablement**

We define the role of your Process Champion or Automation Owner, structure executive sponsorship, and run the change-management cadence that makes adoption stick beyond launch.

ROI Visibility → **Baseline Measurement & KPI Design**

We capture baseline metrics before deployment, define KPIs tied to business outcomes, and build reporting frameworks that prove the value case at every stage of the program.

What Ready to Scale Looks Like: Automation ROI Benchmarks

32% ↘

Average cost reduction reported by organizations that have moved past the pilot stage

Source: [Deloitte](#)

15.2% ↗

Average cost savings reported by early adopters of generative AI across multiple industries and business processes

Source: [Gartner](#)

Up to **30%** 📈

Productivity gains in industries that have implemented automation at scale

Source: [McKinsey](#)

Two Paths Forward: Automation Advisory or Managed Services



Not ready yet?

Start with Advisory Services

Readiness assessment, process prioritization, technology selection, roadmap design, and governance framework development.



Ready to scale?

Move to Managed Services

Implementation, integration, deployment, ongoing monitoring, optimization, and continuous improvement.

The readiness assessment is your starting line.

Amiseq partners with mid-sized organizations in life sciences, insurance, retail, financial services, manufacturing, telecom, and logistics to move from automation ambition to automation impact.

[Schedule a Readiness Assessment with Amiseq](#)