



KWISH TECHNOLOGIES LIMITED

Whitepaper: Enterprise AI Readiness

What actually predicts whether an enterprise AI initiative reaches production.

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Enterprise AI Readiness: What Actually Predicts Success

Most enterprise AI initiatives stall not at the model stage but at the integration stage, where the system has to connect to real data, real workflow, and real people. This whitepaper sets out the readiness factors that most reliably predict whether an enterprise AI initiative reaches production, based on delivery patterns across manufacturing, financial services, and retail engagements.

Kwish analysis

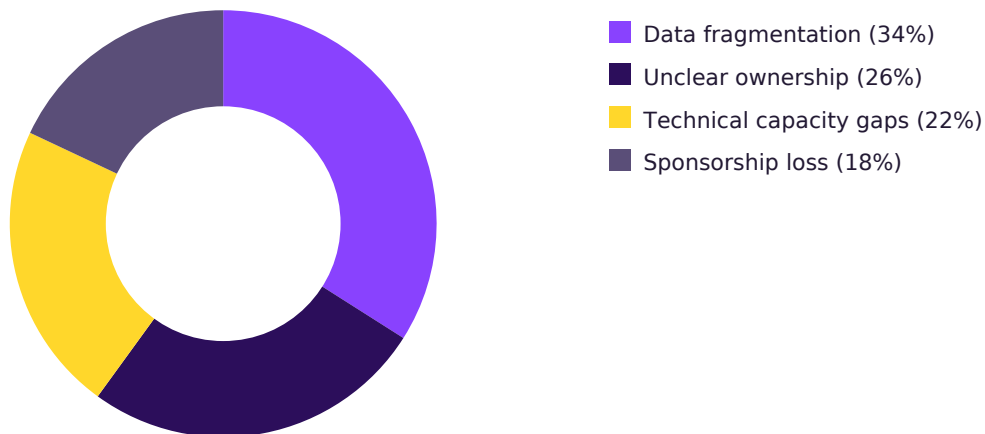
Readiness scoring and projection figures in this paper are Kwish analysis, derived from our own engagement history and readiness assessments. They are directional planning tools, not independently audited benchmarks.

CONTEXT

01 The Readiness Gap

Enterprises frequently invest in AI pilots that never reach production. The technology is rarely the blocker. The blocker is almost always one of four readiness gaps: fragmented data, unclear process ownership, thin technical capacity, and an absence of executive sponsorship that survives past the pilot stage.

Kwish analysis: primary reasons enterprise AI pilots stall before production



FRAMEWORK

02 The 47-Point Readiness Framework

Our AI readiness assessment scores an organisation across four domains: data, systems, people, and process. Each domain carries roughly equal weight, because a strong score in one area rarely compensates for a weak score in another.

Domain	What it measures	Common failure point
Data	Quality, accessibility, and ownership of source data	Data spread across disconnected spreadsheets
Systems	Integration readiness of ERP, CRM, and core platforms	No API layer or documented data schema
People	AI literacy and change readiness across affected teams	Adoption resistance from frontline staff
Process	Clarity of the workflow the AI system will change	No agreed definition of the current process

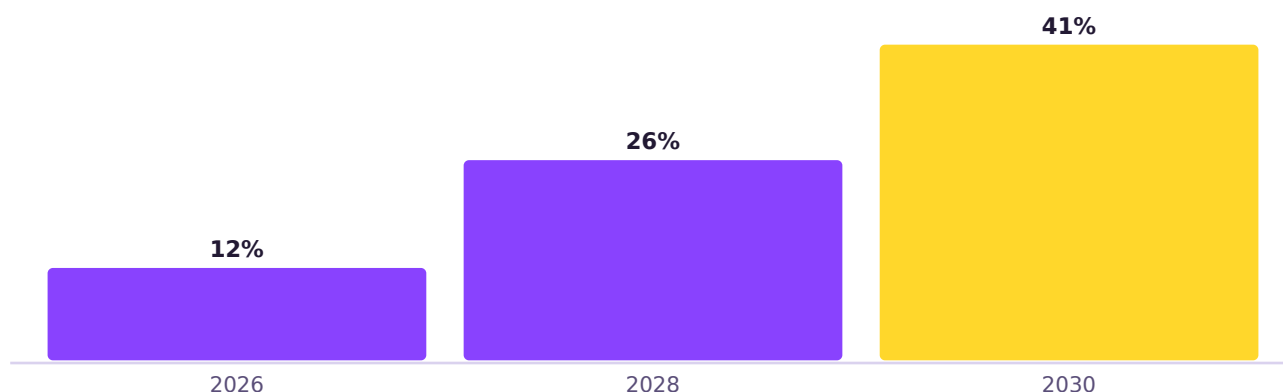
PATTERNS

03

What High-Readiness Organisations Do Differently

- They name a single business owner for the AI use case, not just a technical sponsor
- They start with one well-bounded process rather than an organisation-wide rollout
- They fix data quality issues before model work begins, not in parallel with it
- They budget for change management and training, not only for engineering
- They set a measurable success metric before build starts, not after launch

Kwish analysis: enterprise workflow automation share, illustrative outlook



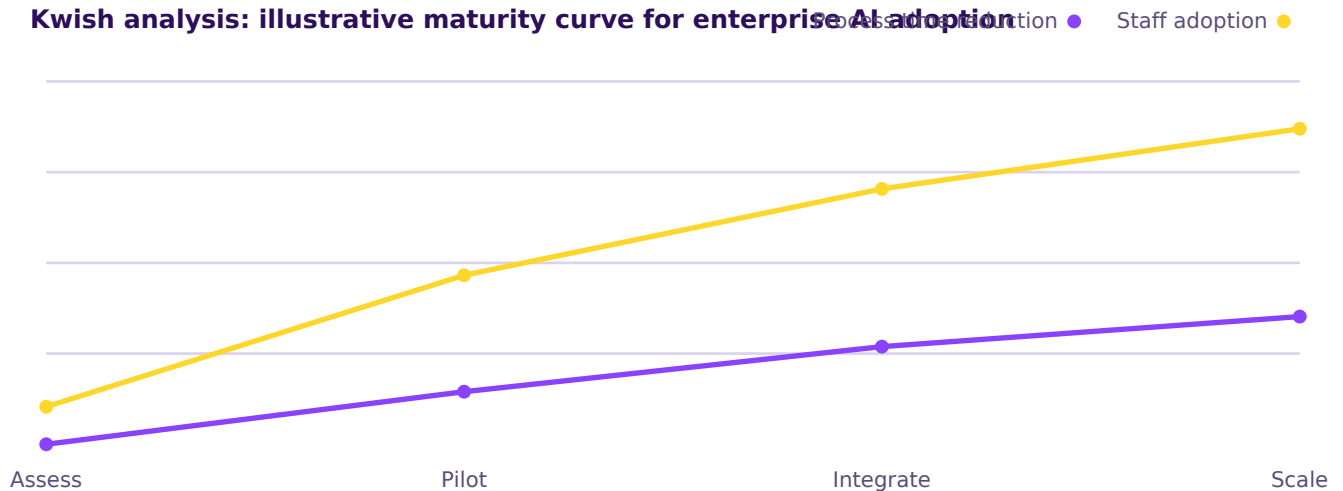
APPROACH

04

A Phased Path to Production

Enterprises that succeed tend to follow a consistent phasing: readiness assessment, a bounded pilot on one process, integration into the surrounding system, and a scale decision made on pilot evidence rather than enthusiasm.

Kwish analysis: illustrative maturity curve for enterprise AI adoption



GUIDANCE

05 Recommendations

Before you start	Run a structured readiness assessment rather than starting with a vendor demo.
Scope	Pick one process with a clear, measurable outcome for the first deployment.
Sponsorship	Secure an executive sponsor who stays accountable past the pilot stage.
Scale decision	Base any scale-up decision on pilot data, not on internal enthusiasm.

Closing note

Enterprise AI readiness is a management discipline before it is a technical one. Organisations that treat it that way reach production faster and stay there.



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