

AI Deployment Methodology

Signal & Scale Advisory · Outcome-Based · Repeatable · Change-Ready

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Deploying AI that people actually use — with the transparency, change management, and outcomes reporting to prove it works.

SPRINT: STANDING UP AI

Structured deployment with instrumented outcomes. AI skills go live with governance, reporting, and signal confirmation before you scale.

TRANSFORMATION: CHANGING BEHAVIOR

The sprint delivers working AI. Transformation delivers teams that know how to operate with it — and keep improving after you leave.

SIX-PHASE DELIVERY MODEL

01 — Discovery Problem & Use Case Definition Structured intake session transcribed and analyzed with AI to surface friction areas, isolate use cases, and rank by impact and feasibility. <i>Output: Prioritized use case register with context and rationale</i>	02 — Policy Process & Policy Gap Analysis Selected use cases matched against existing process and policy documentation. Gaps identified, updated docs drafted — designed to replace legacy artifacts, not supplement them. <i>Output: Revised process & policy docs, approved for deployment</i>	03 — Design Agent & Skill Architecture AI skill and agent design informed by approved use cases and policy updates. Data, workflow, and integration requirements scoped. Each agent receives a model registration and agent job description — defining its role, scope, owner, and reporting relationship before build begins. <i>Output: Skill design spec · data & integration map · agent registration + JD</i>	04 — Instrument Baseline & Outcome Monitoring Pre-deployment baseline established and locked before the skill goes live. A reporting skill tracks leading and lagging indicators through the validation period — so impact is measured against what was true before, not estimated after. <i>Output: Documented baseline + live impact report with leading indicators</i>	05 — Govern Signal Confirmation & Packaging Outcomes evaluated against pre-deployment baseline. Once signal is confirmed, skills and docs are packaged as a plugin. The AI governance document captures validated outcomes, baseline-to-current delta, anticipated drift, and recommended review protocols. <i>Output: Deployable plugin + AI governance document with outcome evaluation</i>	06 — Transfer Train the Trainer Capability transfer to one designated internal owner using a structured three-session arc — observe, co-run, lead. The goal is independence, not dependency. <i>Output: Internal owner certified; program self-sustaining</i>
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TRANSPARENCY Every deployment documented and instrumented before it scales	CHANGE MANAGEMENT Process & policy updated before AI goes live — not after	OUTCOME PROOF Signal confirmed in baseline data before plugin is packaged	DURABILITY Governance + trained internal owner means it holds after engagement closes
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DESIGN PRINCIPLES

- Outcomes first, tools second**
Every phase begins with a defined outcome target. What AI gets deployed is a consequence of that target — not the starting point.
- Policy before deployment**
AI doesn't go live until processes and policies have been updated to reflect it. Legacy documentation is replaced, not patched.
- Signal before scale**
Deployment runs in a validation period with live reporting. Only confirmed signal triggers packaging and broader rollout.
- Governance includes outcome evaluation**
Every packaged plugin ships with a governance document that includes the pre-deployment baseline, the baseline-to-current delta, anticipated drift triggers, and a recommended review cadence.

TRAIN THE TRAINER — CAPABILITY TRANSFER MODEL

One internal owner is designated from day one and works alongside the engagement through all six phases. Transformation happens through doing — not documentation.

SESSION 1 I Run, You Observe Full delivery with active narration of decisions and tradeoffs	SESSION 2 We Run Together Shared delivery — internal owner drives, advisor coaches in real time	SESSION 3 You Run, I Coach Internal owner leads; advisor provides structured feedback and sign-off
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