CASE FOR CHANGE

# The case for change

## Start with the work

Choose one workflow to test. Use recent evidence to explain why it comes first.

### Optional discovery scoring

Desirability × Value × Urgency.
Use it if your team already does.

4.0–5.0 Act now
3.0–3.9 Plan
Below 3.0 Watch or park

Ideas scoring 3.5 or above are ready to plan.

ORGANISATION

EXECUTIVE SPONSOR

BOARD DATE

## The problem

Describe the issue, how often it happens and how people handle it today. What could waiting cost?

## Workflow to test

Name the workflow and owner. Explain why it should come before the next option.

## Success measures

Use recent work to set a baseline. Pick one outcome and one quality or risk limit.

| MEASURE | TODAY | PILOT TARGET |
|---|---|---|
| | | |
| | | |

Who measures it, when and using what?

## Six lenses for discovery

**Time & throughput**
Delays, queues and manual steps.

**Cost & waste**
Rework, duplication and wasted spend.

**Quality & accuracy**
Errors, inconsistency and compliance risk.

**Customer & revenue**
Service friction and missed revenue.

**Knowledge & decisions**
Siloed expertise and missing data.

**Growth & disruption**
Log new ideas and threats separately.

PILOT AND DECISION

# The pilot and the ask

## Before you circulate

Check that the request names the scope, spending cap, owner and review date.

## What to take to the board

Take both pages and keep your interview notes, costs and supplier quotes handy.

## Decision requested

State what the board should approve, the spending cap and when you'll return with results.

## Pilot and tools

Set the owner, dates and scope. Explain what AI will do and compare it with a simpler option.

## Cost and expected benefit

List setup and running costs, the funding source and the calculation behind the expected benefit.

## Safeguards and stop rules

Set data access, review responsibilities and a clear stop rule.

## Review and rollout decision

Name the reviewer and the review date.
What results would justify a rollout?

# We build AI workflows.

## We run them, too.

Spark Factory finds, builds and runs AI workflows for growth companies. We take on one workflow at a time, with a result your team can measure.

01

### Find.

Find the repeatable job where AI can improve cost, speed or quality.

02

### Build.

Build into the tools you use and test against real work. Fixed price, live in four weeks from sign-off.

03

### Run.

Monitor, support and improve the workflow while it runs, for one monthly fee.

YOUR NEXT STEP

## Bring one workflow.

Show us one job your team repeats. We'll help you choose the first workflow to trial.

**Scan to book a call.**

**www.sparkfactory.ai**

spark(factory)

© 2026 Spark Factory AI Pty Limited. Examples and figures are illustrative.