AETHEIS Technology Different

AI Pilot Selection and Design

The A³I workshop: finding, scoping and defending your first AI wins

Registered with the MQA as: AI Pilot Selection and Design

THE PROBLEM

Most organisations know they should do something with AI and cannot say what, where, or first. Pilots get picked by enthusiasm, then die at the first budget review because nobody can show the value, the cost or the owner.

YOU LEAVE WITH

1. An AI pilot blueprint for one of your own processes, with one KPI, a total cost and a named owner.
2. The right level of human control for that process, and the reason you can defend.
3. A roadmap that has survived peer challenge, with owners, dates and a governance route.

LEARNING OUTCOMES

- Map and prioritise processes in your organisation with the Value–Feasibility Grid and the Process Opportunity Canvas.
- Apply human in, on or out of the loop to each process with the Human-AI Matrix, and justify the choice.
- Produce an AI Pilot Blueprint with KPIs, total cost, data needs, risks, ethics and technology approach.
- Defend the blueprint in a structured peer challenge on value and feasibility, and turn it into a roadmap with owners and milestones.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h15 practice, 1h15 theory (19%)

FORMATS
Public or in-house

GROUP SIZE
12 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; no paid AI subscription needed

REFUND
MQA-registered; eligible for the HRDC refund

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Heads of department, business unit leaders, process owners, operations managers, transformation and innovation leads, project managers.

WHERE THIS SITS ON THE PORTOLAN ROUTE

A³I designs the routes Portolan selects

1	2	3 · this course	4 · next	5	6
Session	Bearings	**Route**	First Crossing	Fleet	Harbour

AI Pilot Selection and Design

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Assess.** Why organisations start in the wrong place; scoring your own processes	20 min	85 min
11:00–12:30	**Augment.** Human in, on or out of the loop, chosen by the consequence of an error	20 min	70 min
13:30–15:00	**Automate.** From opportunity to a costed pilot blueprint	20 min	70 min
15:15–17:00	**Defend.** Peer challenge, funding case, roadmap with owners and dates	15 min	90 min
Total	Breaks and lunch not counted	**1h15**	**5h15**

LABS, ON YOUR OWN PROCESSES

Map and score
Three of your processes on the Process Opportunity Canvas, placed on the value grid.

Set the control level
Human-AI Matrix clinic on the process you selected.

Build the blueprint
KPI, total cost, data needs, risks and technology approach.

Defend it
Structured peer challenge, then a roadmap with named owners.

WHAT TO BRING

A description of three recurring processes from your area, with rough volumes, frequency and current cost or cycle time.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your blueprint and templates stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
STR1 AI Strategy, Governance and Economics, or OPS4 Process Baselines for AI

THIS COURSE
BLD2 AI Pilot Selection and Design

AFTER
BLD4 Applied AI Prototype Development, or a First Crossing engagement

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 12 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan