

AI Value Verdict

Is your biggest AI investment paying off?

In **two weeks**, working only from your own records, you get a signed **keep, fix or stop** decision on it, with the number behind it and the date that settles it. **Fixed fee, quoted on a 30-minute call.**

The bill is exact.
The value is a guess.

No one agreed what
"worked" means.

Dashboards count hours saved,
not whether the work changed.

WHAT YOU SIGN AT THE END

"[Tool] costs [annual cost] all in, or [cost per unit] per [claim / case / ticket]. [N] of [M] paid seats were active last quarter. [Measure] moved from [A] to [B] since launch.

VERDICT: FIX Keep it to the [date] renewal; stop unless [measure] reaches [C] by [date]."

Signed: [owner of the result]

Confidence: descriptive

Dollars at stake: [amount] a year

Next review: [date]

WHAT YOU LEAVE WITH

The verdict

Signed, dated, with its number. A position you can defend at renewal, whichever way it goes.

The definition of "worked"

The measures and their baseline, agreed with finance.

The unit-cost model

Cost per claim, case or ticket. Yours to refresh each quarter.

The rule for next time

What any AI purchase or renewal must name before it's approved.

TWO WEEKS FROM THE DAY THE DATA ARRIVES

Before kickoff

The decision and its owner named; records requested.

Week 1

Costs assembled; measures agreed with you and finance.

Week 2

Results read; verdict signed at a 45-minute readout.

Your time: a kickoff, one working session with finance, and the readout.

The week-1 promise. If your records can't support a "before" number by the end of week 1, we stop. You get the plan to close the gap instead of a weak number, and the second half of the fee is not owed.

Damon Young, Managing Principal, leads every engagement. Most recently interim SVP over a 25-project AI-first program portfolio delivered by vendors, approving what each was paid. At a bank, developed a division's annual capital budget. Nearly four years at Microsoft as Account Technology Strategist, then Account Executive. Prosci-certified, CISSP.

Next step: a 30-minute call

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The data request goes out the same day.

Full scope, start conditions, data handling and what's not included: on request, or on the call.