How to prove an AI process before you switch

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IN BRIEF

For: CEOs, COOs and PE operating partners about to move a process onto AI

- Run the new way beside the old one, on the same records over the same period, until every total agrees.
- The people who own the work sign off, and leadership decides when to switch, one process at a time.
- If the totals do not agree, nothing switches: the old way keeps running while the cause is found and fixed.

FIGURE 1. THE TWO LANES, SIDE BY SIDE

	The way you work today	The redesigned way
Records	The records your people use now	The same records, over the same period
Totals	Produced each period as usual	Set next to the old totals each period
When a total differs	Keeps running	The difference is traced to its cause before anyone talks about switching
Who signs off	The people who own the work	The same people, before any switch
At the switch	Stays in place until you decide	Takes over one process at a time, when you say so

WHAT TO DO THIS QUARTER

1. **Pick the first process.** Choose one, and name the totals that will be compared each period.
2. **Name who signs off.** The people who own the work, written down before the comparison begins.
3. **Run both lanes on the same records.** Over the same period, with the old way left untouched.
4. **Set the condition for the switch.** Write it as agreed totals and sign-off, not as a date, and keep the decision with leadership.

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