USE IT IN YOUR NEXT AI BUSINESS CASE

Before an hours-saved figure becomes a financial claim

An AI investment can release genuine capacity. What it cannot do on its own is decide what the capacity becomes. Answer these four questions before an hours-saved figure is presented as a financial result.

AI initiative

Hours-saved figure being claimed

Prepared by

Date

1 Which outcome is being claimed?

Additional contribution, a current expense removed, or a future expense avoided. Each needs its own evidence.

☐ Additional contribution ☐ Current expense removed ☐ Future expense avoided ☐ Not yet decided

WHAT CHANGED

EVIDENCE WE HAVE

2 Is the figure economic value or cash?

Both are legitimate. Label them separately.

☐ Economic value (time valued at its cost) ☐ Cash (a change in spending or revenue)

ECONOMIC VALUE ESTIMATE

CASH IMPACT, IF ANY

3 What would have happened anyway?

A comparison group or trend line separates the AI's effect from everything else that changed.

COMPARISON USED

OTHER CHANGES IN THE SAME PERIOD

4 If the claim is an avoided expense, was the expense real?

A planned hire, contract or expansion should exist on paper before its avoidance is counted.

DOCUMENTED PLAN (HIRE, CONTRACT, EXPANSION)

WHERE IT IS RECORDED

If none of the outcomes applies yet, the released time remains available: it keeps its full cost and produces no demonstrated return until someone decides what it is for. This worksheet is a thinking aid for preparing a business case. It is not a scoring model or a validated instrument.