

AI Value Engineering Scorecard

12 factors. 4 hard gates. One outcome: accepted value.

HARD GATE 1
Owned outcome

HARD GATE 2
Independent verifier

HARD GATE 3
Bounded authority and loss

HARD GATE 4
Positive value after full cost

UNDERSTAND THE WORK

- 1 Observe the real work**
Actors, decisions, exceptions, recovery
- 2 Own the outcome**
Accepted result, target, source, owner
- 3 Bound the eligible work**
Population, exclusions, denominator
- 4 Establish the counterfactual**
Baseline, comparison, confounders
- 5 Name the verifier**
Independent acceptance and rejection

EVIDENCE SCALE

0 - Undefined **1 - Declared** **2 - Demonstrated**

Scores expose evidence gaps. They are not a certification or pass mark.

DESIGN, PROVE, AND OPERATE

- 6 Engineer the workflow and adoption**
Use, review, support, override, recover
- 7 Use the smallest sufficient intelligence**
Rules, ML, models, agents, or people
- 8 Bound authority and loss**
Permissions, effects, recovery, stop
- 9 Price the whole service**
Lifecycle cost per accepted outcome
- 10 Prove it on representative work**
Normal, difficult, adversarial, recovery
- 11 Measure attributable realized value**
Adoption, acceptance, cost, loss
- 12 Expand, constrain, or retire from evidence**
Decide from evidence and reversal conditions

DECISION RULE

If any hard gate is fail or unknown:

Do not recommend pilot or continue. Defer, do not build, constrain, pause, or retire - and name the evidence that would change the decision.

All gates passing is necessary, not sufficient.

Target policy, release evidence, accountable owners, and local approval still control.

Tokens are inputs. Autonomy is a design choice. Accepted outcomes are the product.

Framework: The 12 Factors of AI Value Engineering

Worksheet and full guide: davidahmann.github.io/applied-ai-field-guide/ai-value-engineering-scorecard/

Apache-2.0