

# 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/fde-guide/ai-value-engineering-scorecard/](https://davidahmann.github.io/fde-guide/ai-value-engineering-scorecard/)

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