

Three checks before an automation number enters a model or memo

Write the claim in operational terms before deciding whether it matters.

CLAIM

e.g. 70% automated

WORKFLOW BOUNDARY

where does it start and end?

01 ARITHMETIC Does labor grow more slowly than workload volume?

Request 18 months of workload volume and fully loaded human labor.

Count operators, reviewers, trainers, escalations and rework.

VOLUME CHANGE

HUMAN LABOR CHANGE

PERIOD AND SAMPLE

02 DEFINITION Which rung does the numerator count?

1 AI drafted

2 Human edited

3 Human approved

4 No human

Rung 4 is straight-through processing only inside a boundary you name.

NUMERATOR

DENOMINATOR

EXCEPTIONS

03 THE TELL Can the team measure quality?

- ☐ Who labels ground truth?
- ☐ Did experts agree? How was agreement measured?
- ☐ What was the automated judge validated against?
- ☐ What is the escape rate?
- ☐ Show one wrong output caught last month.

VERDICT

Believe

Test

Walk away

WHAT WOULD CHANGE YOUR MIND?

From capability claim to captured value

Run only the claim that survived page one through the economics.

Eligible workflow value

x adoption rate

x straight-through success

x accepted quality

- AI + review + rework cost

CAPTURED VALUE

METRIC TO REQUEST

Cost per accepted autonomous task

Include failed, escalated and reworked tasks in total cost.

EVIDENCE TO REQUEST

- Eligible task volume and value
- Adoption among eligible users
- STP success inside the named boundary
- Expert acceptance rate
- AI, review, escalation and rework cost

DECISION RECORD

CLAIM RETAINED IN THE MODEL

TEST REQUIRED BEFORE COMMITMENT

ECONOMIC ASSUMPTION CHANGED

OWNER AND NEXT REVIEW DATE

SAMPLE SIZE

PERIOD

Keep the boundary, period and sample size attached to every number.

Source notes and the latest version: soukainaabelhad.com