

The 6-Front AI & Technology Readiness Assessment

Predict Successful Adoption Before You Invest

Executive Summary

Since 2023, companies are dramatically increasing AI and technology investments. Yet the results are sobering. According to MIT Project NANDA (2025), 95% of generative AI pilots deliver zero measurable P&L impact. Gartner finds that only one in five AI investments produces any measurable ROI, while many organizations remain stuck in endless pilot phases.

The 6-Front AI & Technology Readiness Assessment was developed to close this gap. It systematically evaluates any new technology or software solution across six critical dimensions: **Alignment, Value, Friction, Governance, Infrastructure, and Economics.**

By interviewing stakeholders at multiple levels and scoring responses, the assessment delivers a clear recommendation: full investment, limited pilot, significant modification, or “do not proceed.” This whitepaper explains the framework, the assessment process, and provides sample questions from the full questionnaire.

Why Most Technology Adoptions Fail?

Technology rarely fails because the code or AI model is defective. It fails because of misaligned expectations, hidden user resistance, weak governance, insufficient infrastructure, or poor economics. Traditional vendor demos and proof-of-concepts rarely reveal these risks. The 6 front Assessment acts as an organizational pre-mortem, giving leadership objective data before significant resources are committed.

Alignment – Determines whether the technology truly supports the company’s goals, culture, and priorities.

Value – Measures the expected business outcomes, ROI, productivity gains, and perceived value across different stakeholder groups.

Friction – Identifies cultural, process, and human barriers that could prevent successful adoption.

Governance – Evaluates data security, compliance, ethical use, decision rights, and accountability structures.

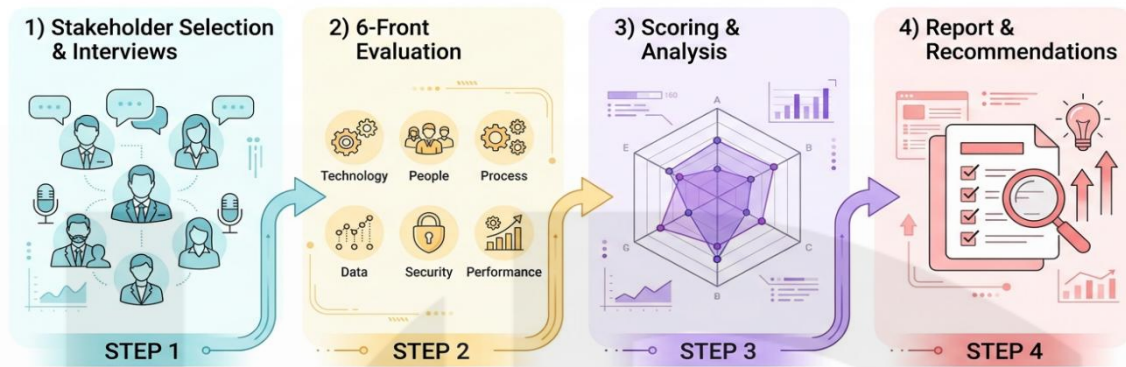
Infrastructure – Assesses technical compatibility, integration effort, scalability, and existing IT/OT readiness.

Economics – Analyzes total cost of ownership, ongoing expenses, licensing models, and long-term financial sustainability.

Hypeguard Audit Framework



The Assessment Process



How the Assessment is Conducted?

Experienced assessor conducts structured one-on-one or small-group interviews with carefully selected employees. This includes executives and senior management (who set expectations), potential senior and junior users of the technology, and the most respected internal technicians to whom others listen.

The assessor rates each answer on a scale of 1 to 5 (1 = Very Poor / High Risk, 5 = Excellent / Very Low Risk). An overall score and per-front scores are calculated, accompanied by qualitative insights and recommendations.

Note: This whitepaper contains only five sample questions. The complete proprietary questionnaire includes significantly more questions per front and is customized for each engagement.

Scoring Scale:

- 5 = Strongly positive, clear consensus, very low risk
- 4 = Mostly positive with minor concerns
- 3 = Neutral / mixed views, moderate risk
- 2 = Notable problems or resistance
- 1 = Major misalignment or severe risk

Sample Assessment Questions

Here are five example questions from the full questionnaire. The interviewer reads the question, probes with follow-ups, and rates the answer based on clarity, consistency across respondents, and supporting evidence provided.

1. Alignment Front

“To what extent does this technology directly support at least two of our top three strategic priorities for the next 18 months?”

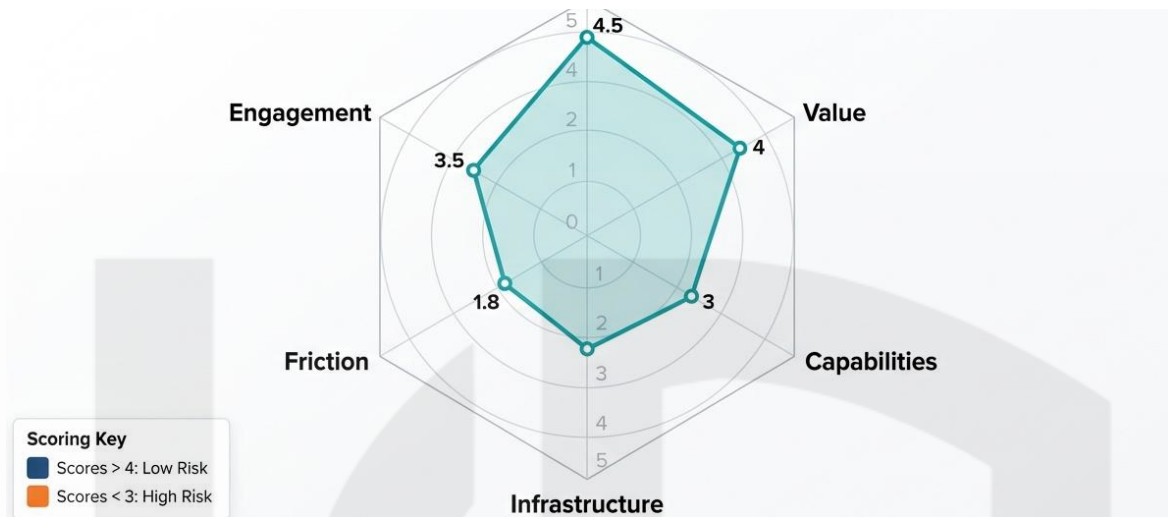
How to answer: Provide specific examples of strategic priorities and explain the connection (or lack of connection). Rate 5 if multiple clear, specific links exist; rate 1 if the connection feels forced or absent.

2. Value Front

“What measurable improvements in productivity, quality, or cost do you personally expect to see within the first six months of adoption?”



Sample Readiness Profile



How to answer: Be specific with numbers or percentages where possible. The assessor looks for realistic, evidence-based expectations rather than vague optimism.

3. Friction Front

“What current processes or daily tasks will become more difficult or time-consuming if we adopt this technology?”

How to answer: Think honestly about real workflow changes. Mention any concerns about learning curve, extra steps, or fear of job impact. High friction scores indicate adoption risk.

4. Governance Front

“How confident are you that we have clear policies for data usage, accountability, and escalation if something goes wrong with this technology?”

How to answer: Reference any existing policies or highlight gaps. Score is higher when respondents across levels give consistent answers.

5. Infrastructure Front

“On a scale of readiness, how well does our current IT/OT environment support the integration and scaling of this technology?”

How to answer: Base your rating on known system limitations, integration history with similar tools, and any past technical debt. Provide concrete examples.

Benefits of the Assessment

- Avoid costly technology mistakes before making commitments
- Receive clear, data-backed recommendations (full rollout, pilot, or stop)
- Surface hidden risks and cultural blockers early
- Create alignment between leadership, users, and technical teams

Organizations that complete this assessment typically make better-informed investment decisions and achieve higher adoption rates.





Hypeguard Audit

About the Author

The author is an independent AI Readiness & Adoption Consultant with over 13 years of international experience, including leadership roles in global digital learning and R&D at major industrial and aerospace organizations. He has evaluated numerous emerging technologies and has a track record of recommending objective go/no-go decisions.

Next Step

Contact the author at principal@hypeguardaudit.com for a confidential discussion about applying the 6-Front AI & Technology Readiness Assessment to your next technology initiative.

