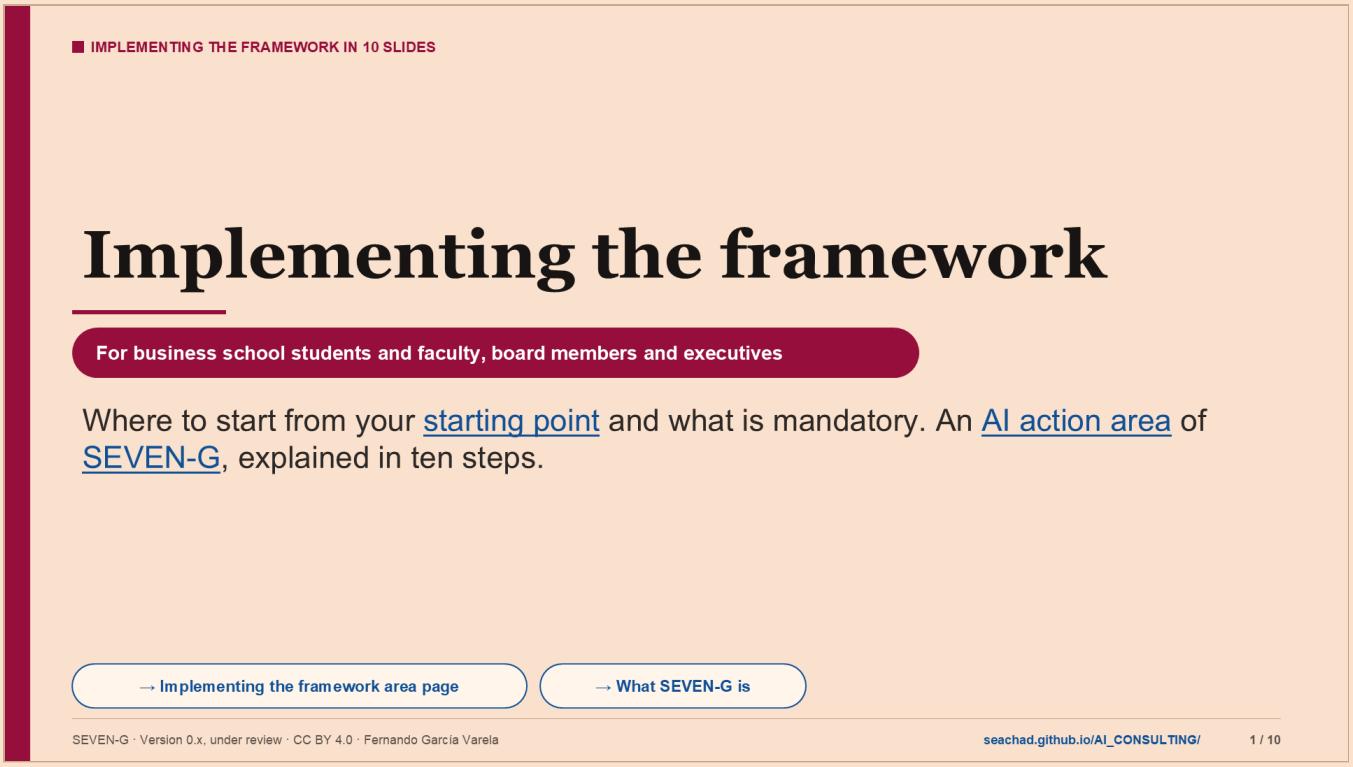


Notes

This presentation answers two questions that every management team asks when it decides to govern artificial intelligence: where do I start, given what I already have, and what is truly mandatory.

The central idea of the area fits in three sentences. First: the framework is implemented in layers; there is no need to read or apply the whole library on day one. Second: the company's starting point changes the order and the calendar of the implementation, never the destination. Third: what is mandatory is proportionate to the risk of each use case, except for a core of fourteen rules that applies to everyone, and whatever is already in production is regularised with a plan.

Implementing SEVEN-G means that, at day 90, there is a diagnosis with evidence, a direction approved by the board, a first portfolio and bodies, roles, gates and metrics in operation. Between months 4 and 18, the framework runs in steady state and the company can come to declare that it applies it. That declaration is a self-declaration verifiable by audit, not a certification: SEVEN-G does not certify.

Why it matters: a framework that seems to demand everything ends up being applied in full to what does not need it, or not applied at all. Knowing what is non-negotiable and what is proportionate makes it possible to start small without lowering what protects the company.

The ten slides follow this order: why it matters, the key concepts, the six starting points, the five-stage journey, scope and intensity with the core, the 90-day plan, layered reading, the tools and open use, and common mistakes with how to start.

Question to open the session: if your board asked you tomorrow to govern the company's AI, what would you do in the first week?

TERMS ON THIS SLIDE

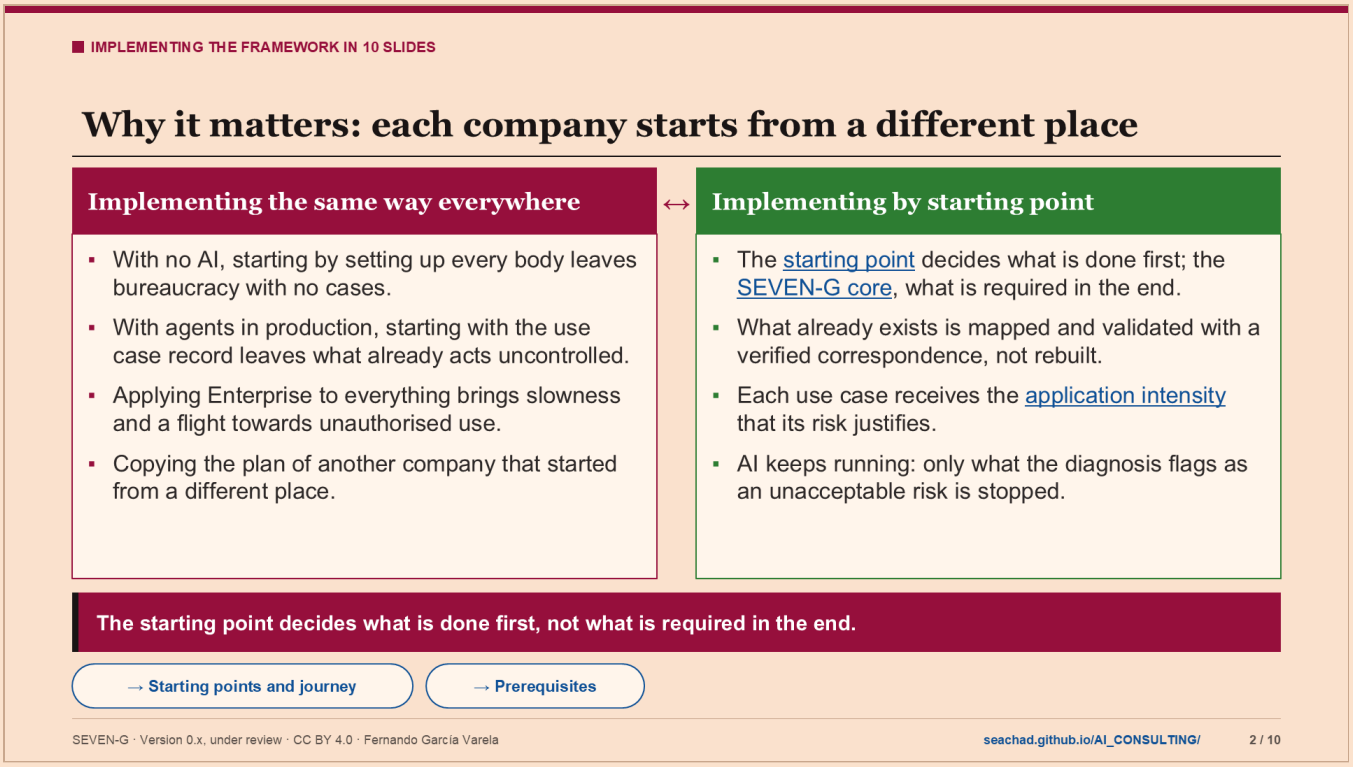
- **Starting points** (PP-A–PP-F): Six types of company by their starting point with AI: zero point, user of third-party AI, automator with rules or RPA, in-house AI in production, many pilots and at scale. The type changes the order, emphasis and calendar of implementation, never the destination or the rules. The link opens the six types in

document 96. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#2-1-the-six-archetypes

- **AI action areas**: Twelve entry points into the framework by topic: strategy, use cases, value, governance, organisation, maturity, risk, security, standards, board, data and operations, and implementation. Each area answers a question and leads to its documents, templates, tools and a page of its own. It lets you reach a subject without going through the whole method. The link opens the areas on the SEVEN-G entry page. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/entrada/index.html#areas
- **SEVEN-G**: SEVEN-G (Seven-phase Enterprise Value & Governance) is an open framework for a company to implement, govern and measure AI, and to know whether it is transforming or only gaining efficiency. It treats each use case as an investment with decision gates and gives the board figures it can trust. Management, the AI office, risk and the board use it. The link opens its entry page, with the story, the questions and the examples. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/entrada/index.html

SOURCES AND LINKS

- **Action area: Implementing the framework** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/areas/implantar.html
- **Document 90, section 1.1: what implementing SEVEN-G means** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#1-1-what-implementing-seven-g-means
- **Document 01, section 14.2: the declaration of application** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#14-2-declaration
- **Implementing the framework area page** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/areas/implantar.html



Notes

Companies do not start from the same place. One has no AI in production at all. Another has dozens of predictive models and two agents that act. Both have to reach the same place, but they need to start with different things.

On the left, what happens when implementation is the same everywhere. If a company with no AI starts by setting up every body, it ends up in bureaucracy with no cases. If a company with agents in production starts with the use case record, it leaves uncontrolled what already acts on customers or money. If Enterprise intensity is applied to everything, governance becomes slow and people look for shortcuts: they use AI without authorisation. And copying another company's plan ignores what one's own company already has.

On the right, what SEVEN-G proposes. The starting point (archetype) decides what is done first; the fourteen-rule core decides what is required in the end, and it is the same for everyone. What already exists, such as a model validation function or an automation centre of excellence, is mapped and validated: it is adapted and its correspondence with what the framework asks is documented, verified by whoever verifies the gates. A declared “we already have it” does not validate anything.

Before everything there are prerequisites: senior management sponsorship with a signed mandate, the board informed with a reserved session, an implementation lead and a core team. And there is no general moratorium: AI activity continues during the implementation.

Why it matters: naming the starting point avoids two opposite mistakes, copying another company's plan and believing that, because something already exists, it does not need adapting.

Question for the classroom: what does your company already have that could be mapped and validated, and what evidence would prove it?

TERMS ON THIS SLIDE

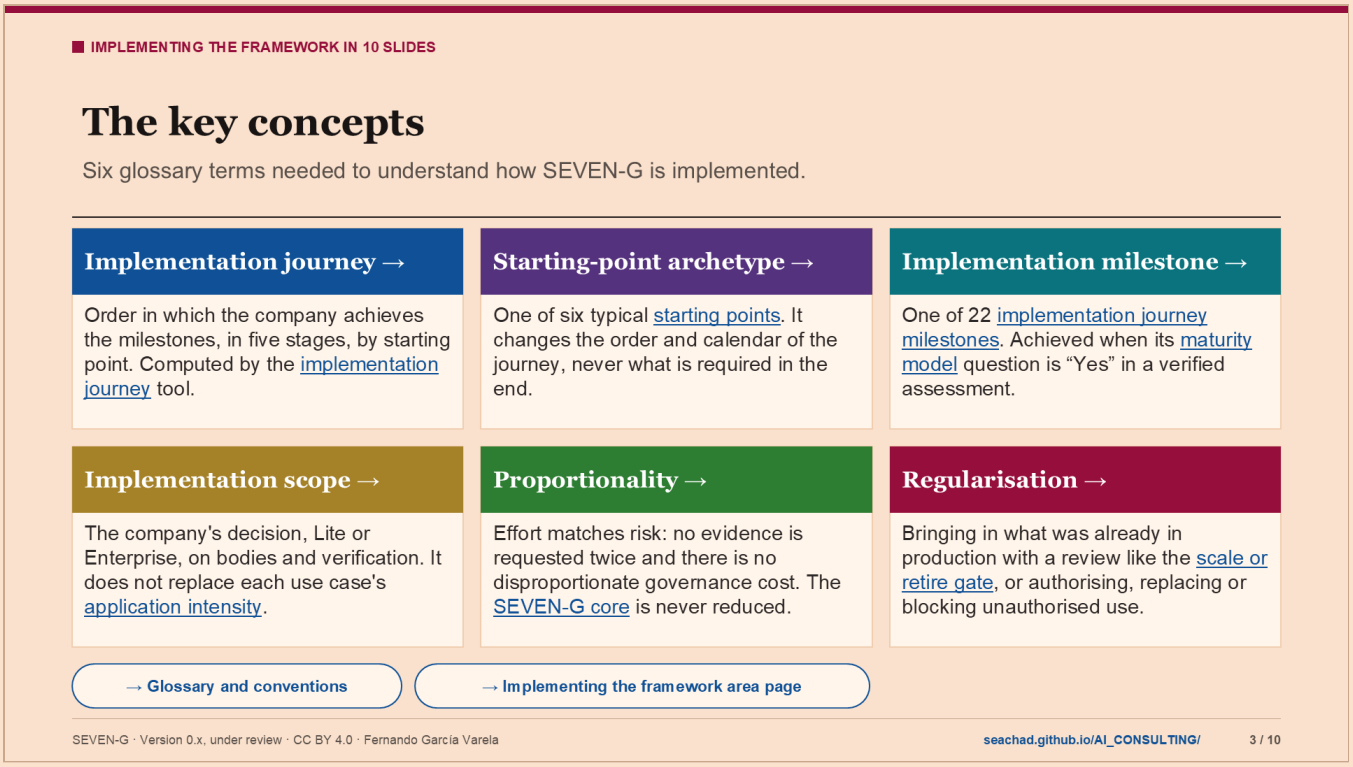
- **Starting points** (PP-A–PP-F): Six types of company by their starting point with AI: zero point, user of third-party AI, automator with rules or RPA, in-house AI in production, many pilots and at scale. The type changes the order,

emphasis and calendar of implementation, never the destination or the rules. The link opens the six types in document 96. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#2-1-the-six-archetypes

- **SEVEN-G core** (N-01–N-14): The fourteen rules that always apply, in any company, intensity and size: inventory, register, gates without skipping, the feasibility gate on its own, separation of duties, dual validation, value hypothesis, risks, rollback, board thesis, measurement and nonconformities. They are never lowered. A company declares that it applies SEVEN-G against this core. The link opens its definition in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#14-1-the-seven-g-core
- **Application intensity**: How much governance each use case needs: Express, Lite or Enterprise. It is decided per use case, not per company. The gates are always the same; what changes is how many criteria are assessed, which sessions are grouped and who verifies. It makes the framework proportionate: an internal assistant does not carry the same load as an agent deciding about customers. The link opens the definition in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#application-intensity-express-lite-and-enterprise

SOURCES AND LINKS

- **Document 96, section 1: purpose and scope** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#purpose-and-scope
- **Document 96, section 4.3: journey rules** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#4-3-journey-rules
- **Document 90, section 3: prerequisites** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#prerequisites
- **Starting points and journey** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html
- **Prerequisites** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#prerequisites



Notes

These six concepts are the minimum vocabulary of the area. All of them are defined in the SEVEN-G glossary (document 02).

Implementation journey: the order in which a company achieves the implementation milestones according to its starting point. It has five stages: start, organise, govern, measure, and scale and review. The Implementation roadmap tool (T23) computes it.

Starting-point archetype: one of the six typical starting points (ground zero, third-party AI user, automator, in-house AI in production, many pilots and at scale), assigned with a questionnaire and a fixed rule. It changes the order and the calendar, never what is required in the end.

Implementation milestone: each of the twenty-two results of the journey. Each milestone states who leads it, what its evidence is and which question of the maturity model (document 11) attests it. For example, the first milestone is having a sponsor in senior management and a signed implementation mandate.

Implementation scope: the company's decision, Lite or Enterprise, on how it organises its bodies and its verification. It does not replace the intensity of each use case: in a company with a Lite scope, a use case that meets an Enterprise criterion is managed with Enterprise intensity.

Proportionality: principle 11 of the framework. Governance effort matches each use case's risk, materiality and reversibility. No evidence is requested twice and no decision needs more participants than segregation of duties requires. The core is never reduced.

Regularisation: the process whereby use cases that were already in production, or unauthorised uses detected, enter the framework.

A seventh concept of the area is missing here, Express intensity, which is explained on slide 6.

Why it matters: with this vocabulary, management, risk and the board talk about the same thing when they discuss the plan.

TERMS ON THIS SLIDE

- **Implementation journey** (T23): A tool that uses a twelve-question questionnaire to place the company at its starting point and give it an implementation journey: five stages and 22 milestones, prioritised and split by role, with the template for each and the maturity question that substantiates it. The destination is the same for everyone; the order and calendar change. Document 96 explains it. The link opens the tool with an example. https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T23_recorrido_implantacion/recorrido.html
- **Starting points** (PP-A–PP-F): Six types of company by their starting point with AI: zero point, user of third-party AI, automator with rules or RPA, in-house AI in production, many pilots and at scale. The type changes the order, emphasis and calendar of implementation, never the destination or the rules. The link opens the six types in document 96. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#2-1-the-six-archetypes
- **Implementation journey milestones** (HI-01–HI-22): Twenty-two steps to implement SEVEN-G in five stages, from naming a sponsor and inventorying AI to the annual review and the declaration. Each milestone says what to do, who does it, with which template or tool and which maturity question substantiates it; its priority depends on the starting point. The link opens the milestones in document 96. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#the-journey-milestones
- **Maturity model** (documento 11): It measures how ready the company is to govern AI: seven dimensions (D1 to D7) with levels from 0 (non-existent) to 5 (optimised), 84 evidence-based questions and an overall level capped by strategy and risk. It is applied in the diagnosis and in the annual review. The link opens the dimensions in document 11. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/11_SEVEN-G_Modelo_de_madurez.html#2-1-dimensions
- **Application intensity**: How much governance each use case needs: Express, Lite or Enterprise. It is decided per use case, not per company. The gates are always the same; what changes is how many criteria are assessed, which sessions are grouped and who verifies. It makes the framework proportionate: an internal assistant does not carry the same load as an agent deciding about customers. The link opens the definition in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#application-intensity-express-lite-and-enterprise
- **SEVEN-G core** (N-01–N-14): The fourteen rules that always apply, in any company, intensity and size: inventory, register, gates without skipping, the feasibility gate on its own, separation of duties, dual validation, value hypothesis, risks, rollback, board thesis, measurement and nonconformities. They are never lowered. A company declares that it applies SEVEN-G against this core. The link opens its definition in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#14-1-the-seven-g-core
- **Scale or retire gate** (G7): The final gate of the lifecycle. With the value actually measured, it decides to scale the use case (which starts a new cycle), iterate it or retire it with an orderly plan. Scaling a Transform bet is approved by the board. The link opens its criteria in document 21. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-8-g7-scale-or-retire

SOURCES AND LINKS

- **Document 02: glossary and conventions** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/02_SEVEN-G_Glosario_y_convenciones.html
- **Document 01, section 3: principles (proportionality)** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#principles
- **Glossary and conventions** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/02_SEVEN-G_Glosario_y_convenciones.html
- **Implementing the framework area page** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/areas/implantar.html

IMPLEMENTING THE FRAMEWORK IN 10 SLIDES

Starting points: six archetypes and five modifiers

The first starting point met is assigned, from "At scale" to "Ground zero". Later ones that are also met are added as traits.

Starting point	How it is recognised	Where it starts
Ground zero (PP-A)	No own AI and none knowingly contracted; there is usually unauthorised use.	Implementation mandate, inventory of unauthorised use and acceptable use policy.
Third-party AI user (PP-B)	Assistants in the office suite or SaaS with AI included; it does not develop.	Inventory of contracted AI, requirements on suppliers and adoption measured by unit.
Automator (PP-C)	Rules or RPA in production; little or no AI that learns.	Its centre of excellence as the seed of the AI office; separating what is AI.
In-house AI in production (PP-D)	Own models in production: predictive, or generative AI integrated into processes.	Regularise what is in production; validate models before go-live and at each review.
Many pilots (PP-E)	Three or more generative proofs of concept and at most one in production.	Register pilots, use the feasibility gate to stop and require a value hypothesis.
At scale (PP-F)	Agents that act, supervised or alone, or ML and generative AI at once, in production.	Segregated roles and an AI auditor now; complete inventory; agent security.
Journey modifiers (MP1 to MP5)	Regulated sector, decisions about people, Enterprise scope, prior governance.	They bring milestones forward or validate them. With no senior sponsor, nothing starts.

→ Take the journey questionnaire → The six starting points

SEVEN-G · Version 0.x, under review · CC BY 4.0 · Fernando García Varela seachad.github.io/AI_CONSULTING/ 4 / 10

Notes

SEVEN-G describes six typical starting points and five modifiers. A twelve-question questionnaire, about what is in production today, assigns them.

The assignment rule goes from the most demanding to the least: it first checks whether the company is at scale (PP-F), then whether it has many pilots (PP-E), in-house AI (PP-D), automation (PP-C), third-party AI (PP-B) and, if nothing applies, ground zero (PP-A). The first one met is assigned. Those that come after and are also met are added as traits and add their priority milestones. Example from document 96: a company with ML in production, four generative pilots not in production and RPA receives PP-E with traits PP-D and PP-C. It starts by stopping or scaling the pilots, but it also regularises its models and makes use of its automation centre.

Each archetype has its typical risk. At ground zero, unauthorised use of assistants with company data. For the third-party AI user, AI that comes in without passing through any gate and licences without measured adoption. For the automator, confusing automation with AI. For in-house AI, models in production without a continuity review. With many pilots, "pilot purgatory": cost without value and without a decision to stop. At scale, regulatory and security exposure that is already real.

The modifiers adjust the journey without multiplying the archetypes: regulated sector (MP1), decisions about people or high risk (MP2), Enterprise scope (MP3), reusable prior governance (MP4) and no sponsor in senior management (MP5), which blocks the journey until the prerequisites are met.

Why it matters: two companies with the same archetype do not have the same journey if one is supervised by a sector regulator or takes decisions about people.

Question for the classroom: apply the rule to your company. Which archetype and which traits does it have?

TERMS ON THIS SLIDE

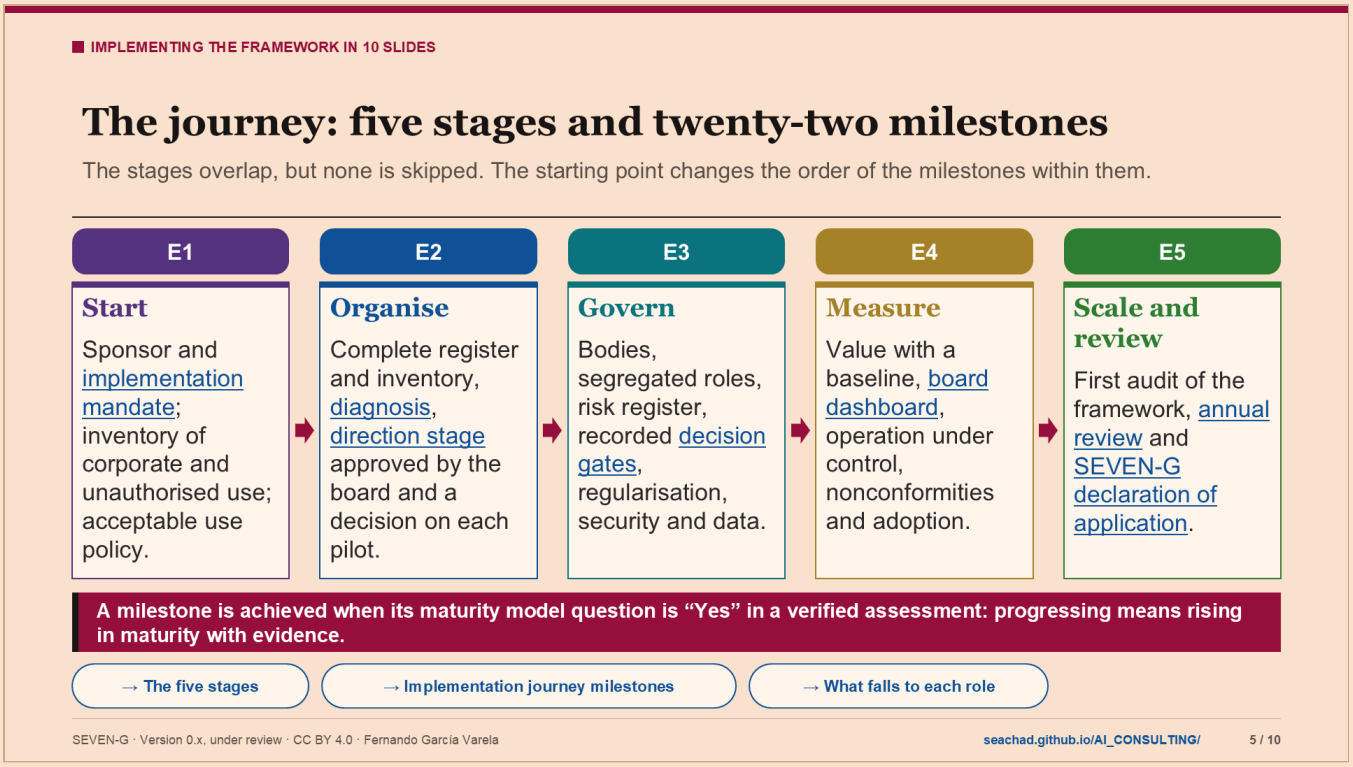
- **Implementation mandate** (P32): The template with which senior management commissions the implementation of SEVEN-G: objective, scope, sponsor, owners, deadlines, resources and a commitment to

complete the inventory. Without this mandate, the framework stays a single department's project. The link opens the template. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P32_SEVEN-G_Mandato_de_implantacion.html

- **Unauthorised use**: Use of AI tools without approval, with personal accounts, extensions or features enabled without permission (shadow AI). It is detected, recorded in the inventory and regularised as a nonconformity: it is authorised, replaced or blocked. It is at least major if it involves personal or confidential data. The link opens how it is handled in document 31. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/31_SEVEN-G_Politica_corporativa_y_uso_aceptable.html#ai-that-is-not-a-project
- **AI acceptable use policy**: A short rule for all employees: which AI tools are authorised, which information is never entered, that outputs are checked before they are used, when customers and third parties are told and how an incident or misuse is reported. It is one of the first pieces to be put in place. The link opens the policy template in document 31. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/31_SEVEN-G_Politica_corporativa_y_uso_aceptable.html#ai-acceptable-use-policy-template
- **AI office**: The team that coordinates the method: it keeps the use case register and the inventory, prepares the gates and the board pack, and verifies the gates in Lite use cases. It neither decides nor builds the use cases. In a small company it can be one or two people. The link opens its role in the governance model (document 30). https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/30_SEVEN-G_Modelo_de_gobierno.html#3-4-ai-office
- **Feasibility gate** (G3): The most important gate: using the feasibility test, the regulatory classification and the risk register, it decides whether the use case deserves the big spend of building it. It is always decided on its own, never grouped with others. It is the main stop gate: stopping here costs little; later, a lot. The link opens its criteria in document 21. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-4-g3-feasibility
- **Value hypothesis** (fase 2): The phase in which the use case writes down how much value it expects, how it will measure it, against which baseline and with which stop criterion. It ends at the hypothesis gate (G2). It matters because, without a measurable hypothesis, nobody will ever know whether the use case worked. The link opens the phase manual in document 20. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/20_SEVEN-G_Manuales_de_fase.html#phase-2-value-hypothesis
- **AI auditor**: An independent person who verifies gate evidence in Enterprise-intensity use cases (in Lite the AI office does it). They do not build, sponsor or decide the use case they verify. They give the board assurance that figures and controls are not signed only by those who defend them. The link opens their independence and competences in document 38. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/38_SEVEN-G_Marco_de_auditoria_de_IA.html#independence-and-competences-of-the-ai-auditor

SOURCES AND LINKS

- **Document 96, section 2.2: assignment rule** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#2-2-assignment-rule
- **Document 96, section 2.3: modifiers** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#2-3-modifiers
- **Document 96, section 2.4: classification questionnaire** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#2-4-classification-questionnaire
- **Take the journey questionnaire** https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T23_recorrido_implantacion/recorrido.html
- **The six starting points** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#2-1-the-six-archetypes



Notes

The implementation journey orders the work in five stages and twenty-two milestones (HI-01 to HI-22).

Start (E1): there is a sponsor and a mandate, and it is known what AI exists. Milestones: a sponsor in senior management with an implementation mandate, an inventory of corporate use and unauthorised use, and an acceptable use policy with basic literacy.

Organise (E2): everything is in the register and in the inventory, and decisions are taken on the portfolio. It includes the C1 diagnosis (verified maturity, transformation index and technology footprint), board approval of the thesis, ambition by sphere and risk appetite (C2) and the decision to stop or scale each pilot, with the feasibility gate (G3) as the stop gate.

Govern (E3): bodies, segregated roles, risks and lifecycle in operation. It includes an independent AI Risk Owner, the risk register, recorded gates for every new use case, regularisation of what is in production, agent security and requirements on suppliers, and data with an owner.

Measure (E4): value measured with a baseline and a falsifiable hypothesis, a report to management and the board dashboard, operation under control, nonconformities and incidents with their process, and adoption and people.

Scale and review (E5): first audit of the framework by the third line or by an external party, and the C5 review with recalculated maturity, a revised thesis and the declaration of application.

Each milestone has a priority according to the archetype: start now, in its stage, later, validate what exists or wait for its trigger. The base month in document 90 is the limit; priority only brings it forward or pushes it back within that limit. No required milestone disappears.

Why it matters: the journey answers "what do I do on Monday" without lowering what is required. As each milestone is attested by a maturity model question, the committee tracks progress with the same diagnosis the board will use.

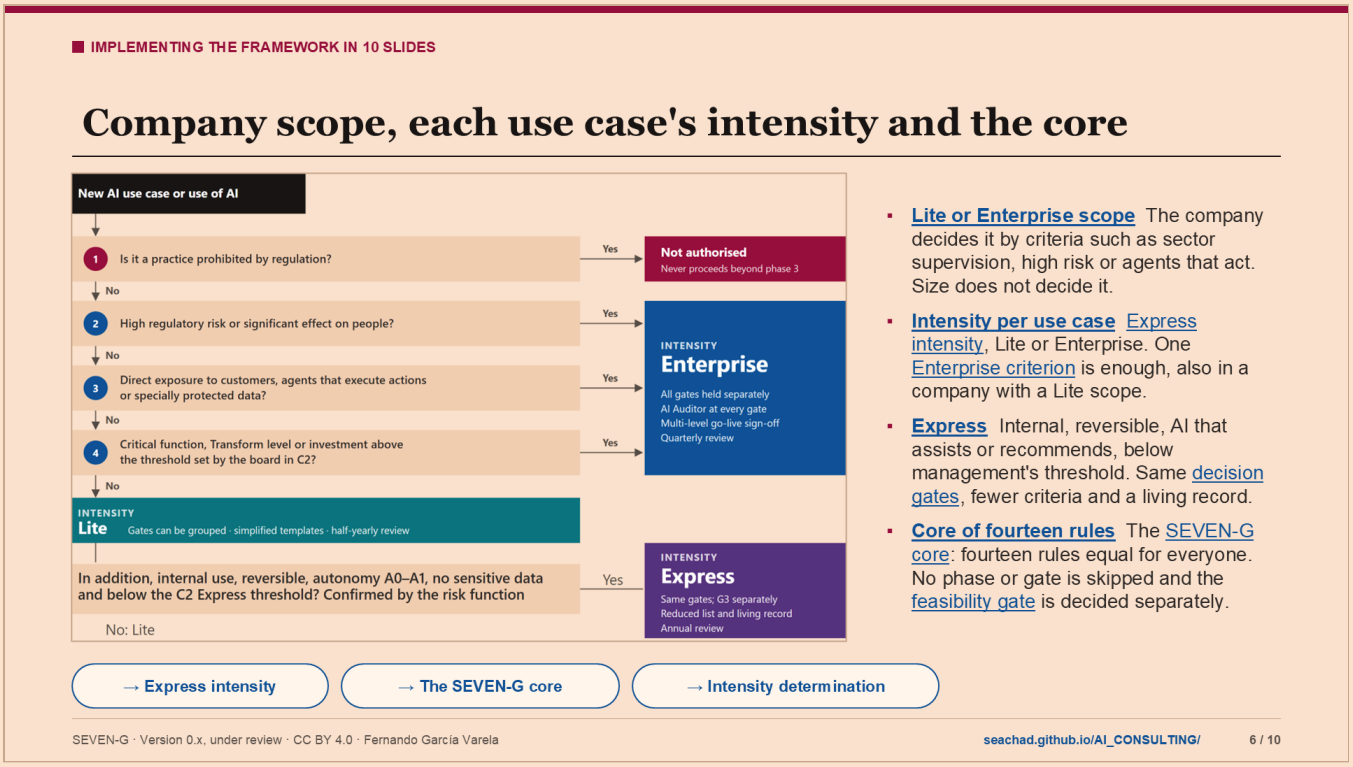
Question for the classroom: which stage E1 milestone is your company missing today?

TERMS ON THIS SLIDE

- **Implementation mandate** (P32): The template with which senior management commissions the implementation of SEVEN-G: objective, scope, sponsor, owners, deadlines, resources and a commitment to complete the inventory. Without this mandate, the framework stays a single department's project. The link opens the template. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P32_SEVEN-G_Mandato_de_implantacion.html
- **Diagnosis** (C1): The first stage of the corporate cycle. The company looks at where it stands: what AI it uses (including unauthorised use), which use cases are under way, its maturity and its risks. The AI office does it with the management sponsor. Without this starting point, the thesis and the portfolio are decided blind. The link opens the diagnosis report template (P33). https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P33_SEVEN-G_Informe_de_diagnostico_C1.html
- **Direction stage** (C2): The second stage of the corporate cycle. The board approves the AI thesis (what the company wants AI for), the ambition per sphere, the risk appetite, the budget envelope and the thresholds the whole framework will use. It is the decision that gives meaning to the rest: without it, each use case is approved on its own criteria. The link opens how that decision is taken in document 13. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/13_SEVEN-G_Tesis_de_IA_ambicion_y_apetito_de_riesgo.html#the-c2-decision-as-a-whole
- **Decision gates** (G0–G7): At the end of each phase there is a gate: a moment when a body decides, with verified evidence, whether the use case continues, continues with conditions, iterates, pivots or stops. There are at most two iterations before the decision is escalated. Gates turn enthusiasm into recorded decisions. The link opens their definition in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#decision-gates
- **Board dashboard** (T17): A supervision dashboard generated from the use case register. It shows the board cost, validated versus declared value, the funnel, risks, incidents, adoption, maturity and what holds back scaling, with a «?» help on each card. It is for deciding, not just for informing. The link opens the example dashboard with fictitious data; the interface is in Spanish and the help texts are in both languages. https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T17_panel_consejo/ejemplo/salida/t01_Dashboard_Casos_Uso_IA_v8.html
- **Annual review** (C5): The fifth stage of the corporate cycle. Once a year, the company reviews whether the thesis was met, how much value was realised, how maturity changed, what it learned and which thresholds it recalibrates; the bodies assess themselves. It is recorded in template P37. It closes the cycle and opens the next. The link opens the annual pack in document 60. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/60_SEVEN-G_Paquete_para_el_consejo.html#3-3-annual-review-pack-c5
- **SEVEN-G declaration of application** (P61): A document in which a company declares that it applies SEVEN-G, rule by rule of the core, with its evidence. It is a self-declaration that an audit can verify; nobody outside grants it and it is not an accreditation. It lets the company state rigorously what is met and what is not. The link opens template P61. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P61_SEVEN-G_Declaracion_de_aplicacion_de_SEVEN-G.html

SOURCES AND LINKS

- **Document 96, section 3: the five stages** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#the-five-stages
- **Document 96, section 4.2: priority of each milestone** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#4-2-priority-of-each-milestone-according-to-the-starting-point
- **Document 90, section 6: 6- to 18-month roadmap** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#6-to-18-month-roadmap
- **The five stages** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#the-five-stages
- **Implementation journey milestones** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#4-1-what-each-milestone-is-who-does-it-and-how-it-is-substantiated
- **What falls to each role** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html#what-falls-to-each-role



Notes

This slide separates three ideas that are often confused.

Implementation scope (of the company). Enterprise scope is chosen if at least one criterion is met: prudential or sector supervision that requires formal governance, high-risk systems under the EU AI Act, agents with autonomy A2 or A3 over customers, money, personal data or production, a group with several companies or countries, or several simultaneous Transform bets (as a guide, three or more). Otherwise, Lite. Size does not decide: a small supervised company applies Enterprise. A single Transform bet does not change the scope. Both scopes apply the same lifecycle and the same segregation of duties rules; what changes is how the bodies and verification are organised.

Intensity (of each use case). It is determined in phase 0 and reviewed at G3 and at each continuity review (R6). One Enterprise criterion, such as decisions about people or direct exposure to customers, is enough for the use case to be Enterprise.

Express. It exists so that a small, internal and reversible use case does not pay for the same journey as a large one. It changes what is assessed at each gate, not which gates there are. It goes through three decisions: entry (G0 to G2), G3 separately and go-live (G4 and G5), with a reduced list of criteria and a living record as evidence. Eligibility is confirmed by the risk function, never by the sponsor alone. If an Enterprise criterion appears, the use case leaves Express automatically.

The core. Fourteen rules (N-01 to N-14) that apply to every company, intensity and scope: inventory, register, intensity, no gate skipped, G3 separately, segregation of duties, dual validation, critical criteria, value hypothesis, risks, rollback, board, measurement and nonconformities.

Why it matters: without Express, a low-cost internal assistant would go through almost every criterion of an agent that serves customers, and that disproportion pushes people not to register small cases.

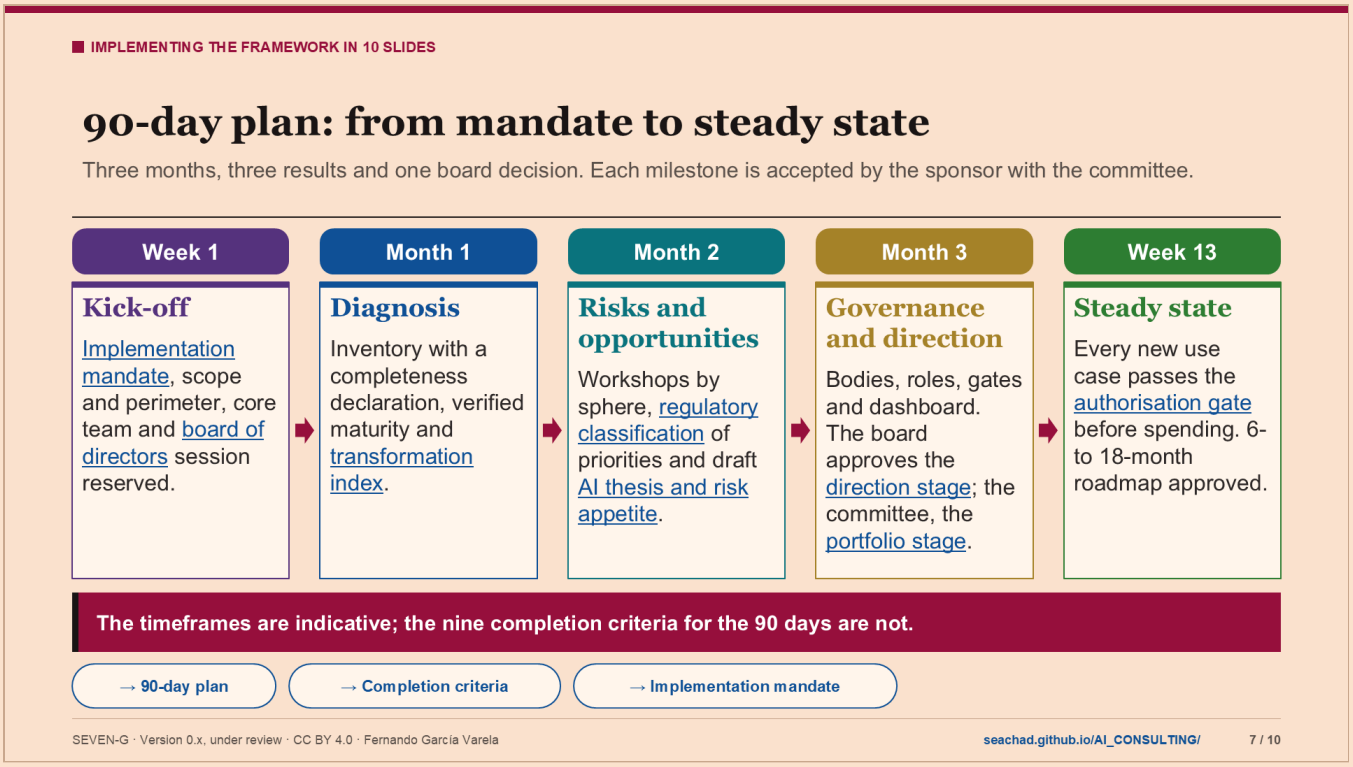
Question for the classroom: think of an AI case in your company. What intensity would it have?

TERMS ON THIS SLIDE

- **Express intensity**: The lightest intensity, for internal, reversible use cases with no sensitive data, little autonomy and below a cost threshold. It has the same gates in three decisions (with feasibility always on its own), a reduced list of criteria and a living record. The risk function confirms it and any trigger cancels it. The link opens its definition in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#9-4-express-intensity
- **Enterprise criteria**: A list of situations that require a use case to be governed at Enterprise intensity: high regulatory risk, decisions about people, direct customer exposure, agents that act, protected data, critical function, Transform ambition or high investment. One is enough. So rigour goes where the possible harm is greatest. The link opens the list in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#9-2-enterprise-criteria
- **Decision gates** (G0–G7): At the end of each phase there is a gate: a moment when a body decides, with verified evidence, whether the use case continues, continues with conditions, iterates, pivots or stops. There are at most two iterations before the decision is escalated. Gates turn enthusiasm into recorded decisions. The link opens their definition in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#decision-gates
- **SEVEN-G core** (N-01–N-14): The fourteen rules that always apply, in any company, intensity and size: inventory, register, gates without skipping, the feasibility gate on its own, separation of duties, dual validation, value hypothesis, risks, rollback, board thesis, measurement and nonconformities. They are never lowered. A company declares that it applies SEVEN-G against this core. The link opens its definition in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#14-1-the-seven-g-core
- **Feasibility gate** (G3): The most important gate: using the feasibility test, the regulatory classification and the risk register, it decides whether the use case deserves the big spend of building it. It is always decided on its own, never grouped with others. It is the main stop gate: stopping here costs little; later, a lot. The link opens its criteria in document 21. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-4-g3-feasibility

SOURCES AND LINKS

- **Document 90, section 2: choosing the implementation scope** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#choosing-the-implementation-scope
- **Document 01, section 9: Express, Lite and Enterprise intensity** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#application-intensity-express-lite-and-enterprise
- **Document 94, section 3: what is never omitted** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/94_SEVEN-G_Matriz_de_obligatoriedad_y_lectura_por_capas.html#what-is-never-omitted
- **Regulation (EU) 2024/1689, the AI Act** https://eur-lex.europa.eu/eli/reg/2024/1689/oj/eng
- **Intensity determination** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P04_SEVEN-G_Determinacion_de_intensidad.html



Notes

The implementation guide (document 90) concentrates the first three steps of the corporate cycle (C1 to C3) in ninety days.

Week 1, kick-off: implementation mandate (P32) signed by the executive chair or the chief executive, Lite or Enterprise scope and perimeter, core team, calendar of bodies with the board session reserved, and a request for maturity evidence.

Month 1, diagnosis (C1): a census of all AI, including third-party AI, corporate use and unauthorised use, with a completeness declaration signed by each area head; maturity interviews and evidence; a C1 report with maturity verified by someone independent and the transformation index.

Month 2, risks and opportunities: workshops by sphere on existing systems, a risk matrix, regulatory classification of priority systems, an opportunity portfolio with value marked as estimated, and a draft of the thesis, ambition by sphere, risk appetite and thresholds.

Month 3, governance structure: mandates of the bodies, roles without incompatibilities, an AI Auditor appointed, gate criteria, acceptable use policy, measurement rules and a first board dashboard. In week 12, the board approves the direction (C2) and the committee approves the portfolio and the regularisation plan (C3). If the board cannot approve C2, the portfolio runs on provisional criteria and no Transform bets are approved.

Week 13, steady state: first gates with the new model. Then come consolidation (months 4 to 6), extension (7 to 12) and the first C5 review (13 to 18). With a Lite scope, the declaration can come between months 6 and 12.

Why it matters: the board session is reserved in week 1. Otherwise, the direction remains unapproved and the portfolio has no course.

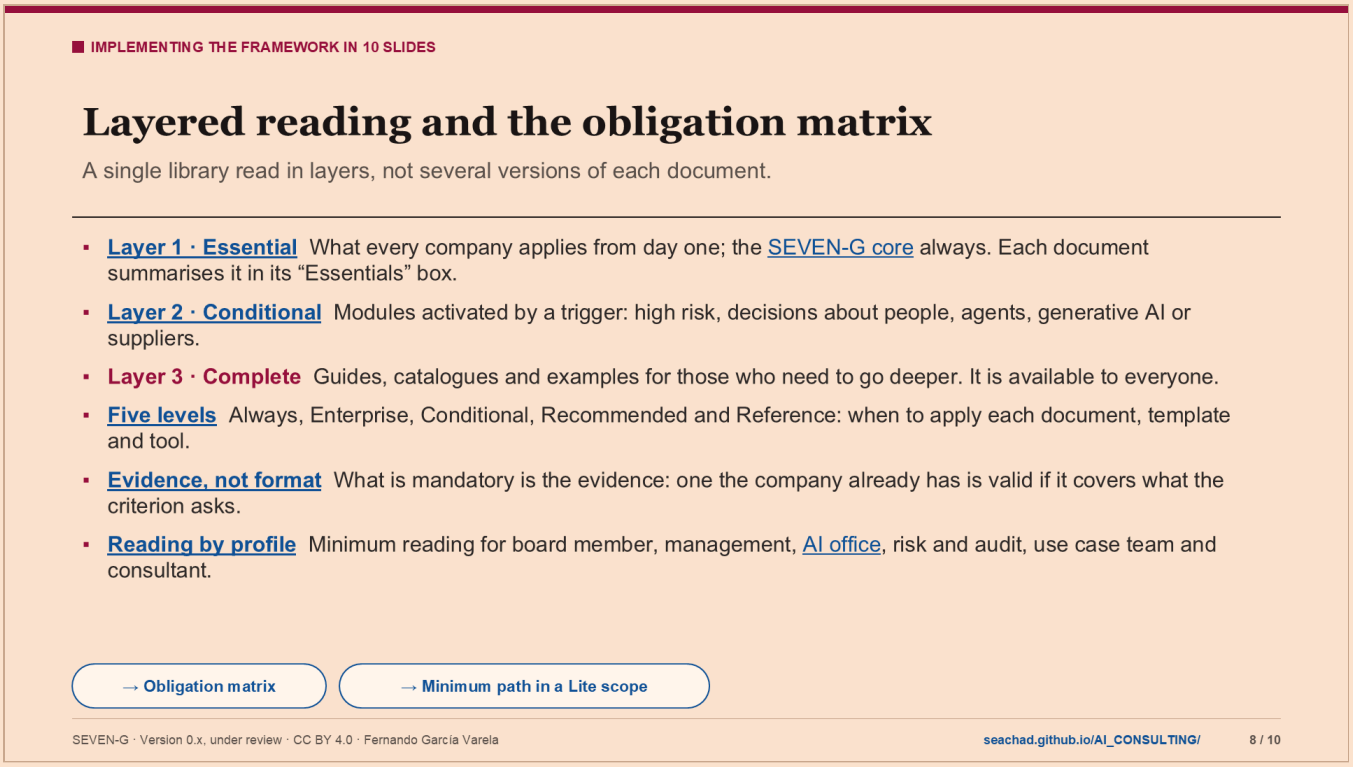
Question for the classroom: who would sign the mandate in your company, and what perimeter would it have?

TERMS ON THIS SLIDE

- **Implementation mandate** (P32): The template with which senior management commissions the implementation of SEVEN-G: objective, scope, sponsor, owners, deadlines, resources and a commitment to complete the inventory. Without this mandate, the framework stays a single department's project. The link opens the template. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P32_SEVEN-G_Mandato_de_implantacion.html
- **Board of directors**: The company's highest body. In SEVEN-G it approves the AI thesis and risk appetite (C2), Transform bets and their scaling, and oversees AI every quarter. AI is a strategic asset: its big decisions are not only for technology. The link opens its role in the governance model (document 30). https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/30_SEVEN-G_Modelo_de_gobierno.html#3-1-board-of-directors
- **Transformation index** (documento 12): It answers whether the company is transforming with AI or only gaining efficiency. It uses baseline conditions and eight measurable signals to assign a profile, and warns when a transformation is declared that the evidence does not support. It is calculated with its calculator. The link opens the index in document 12. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/12_SEVEN-G_Indice_de_transformacion.html#company-transformation-index
- **Regulatory classification** (P11): The determination, with qualified legal judgement, of each AI system's category under regulation (prohibited, high risk, transparency obligations, minimal risk or out of scope) and of the company's role. It is provisional in phase 0 and final in phase 3. It decides which assessments and obligations apply. It is documented with template P11; the link opens the classification tree in document 32. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/32_SEVEN-G_Inventario_y_clasificacion_regulatoria.html#regulatory-classification-tree
- **AI thesis and risk appetite** (P35): A template recording the board's decision in the direction stage: what the company wants AI for, ambition per sphere, risk appetite, budget envelope, thresholds and chosen indicators. It is the reference against which every use case is later judged. The link opens the template. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P35_SEVEN-G_Tesis_de_IA_y_apetito_de_riesgo.html
- **Direction stage** (C2): The second stage of the corporate cycle. The board approves the AI thesis (what the company wants AI for), the ambition per sphere, the risk appetite, the budget envelope and the thresholds the whole framework will use. It is the decision that gives meaning to the rest: without it, each use case is approved on its own criteria. The link opens how that decision is taken in document 13. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/13_SEVEN-G_Tesis_de_IA_ambicion_y_apetito_de_riesgo.html#the-c2-decision-as-a-whole
- **Portfolio stage** (C3): The third stage of the corporate cycle. With the thesis approved, the AI committee decides which use cases go in, in what order and with how much money, and what is regularised among what was already under way. It is recorded in the portfolio plan (P36). It means investing where the value is, not where someone pushes hardest. The link opens the stage in document 14. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/14_SEVEN-G_Gestion_de_cartera.html#stage-c3-portfolio
- **Authorisation gate** (G0): The first gate of the lifecycle. It checks that the use case has a sponsor, assigned roles, a decided intensity and an inventory entry before time is spent on it. It is short, but it avoids use cases without an owner. The link opens its criteria in document 21. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-1-g0-authorisation

SOURCES AND LINKS

- **Document 90, section 4: 90-day plan** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#90-day-plan
- **Document 90, section 5: regularisation of what exists** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#regularisation-of-existing-use-cases-and-systems
- **Document 90, section 6.2: path to the core** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#6-2-path-to-the-core-01-14-1
- **90-day plan** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#90-day-plan
- **Completion criteria** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#4-5-completion-criteria-for-the-90-days



Notes

Not all companies have the same capacity for effort or the same risk exposure. SEVEN-G solves this with a single library that is read in layers. That way there are no parallel texts that might contradict each other, and a growing company does not have to change framework.

Layer 1, essential: what every company applies, whatever its size. Each document summarises it in its "Essentials" box, after the legal notice.

Layer 2, conditional: modules that are activated when a trigger occurs. Document 94 lists fifteen. The first eight are the Enterprise criteria: high risk, decisions about people, direct exposure, A2 or A3 agents, specially protected data, critical function, Transform ambition and investment above the threshold. Others activate specific modules: generative AI, AI suppliers, personal data, changes to people's work or code generated with AI.

Layer 3, complete: working guides, catalogues, examples and reference material.

Five obligation levels: Always (mandatory in every company and use case; in Lite it can be simplified, not omitted), Enterprise, Conditional (only with its trigger), Recommended (may be omitted with justification) and Reference. The level says when to apply what a document regulates, not that it must be read in full.

Principle, practice and instrument: the core is always met; documents are practices; templates and tools are instruments. A business case, an impact assessment or a contract the company already has is valid as evidence if it covers what the criterion asks.

With a Lite scope, the minimum path in document 90 says what is mandatory from the start and what is added only when a use case meets an Enterprise criterion.

Why it matters: a framework that seems to demand everything ends up being applied in full to what does not need it, or not applied at all.

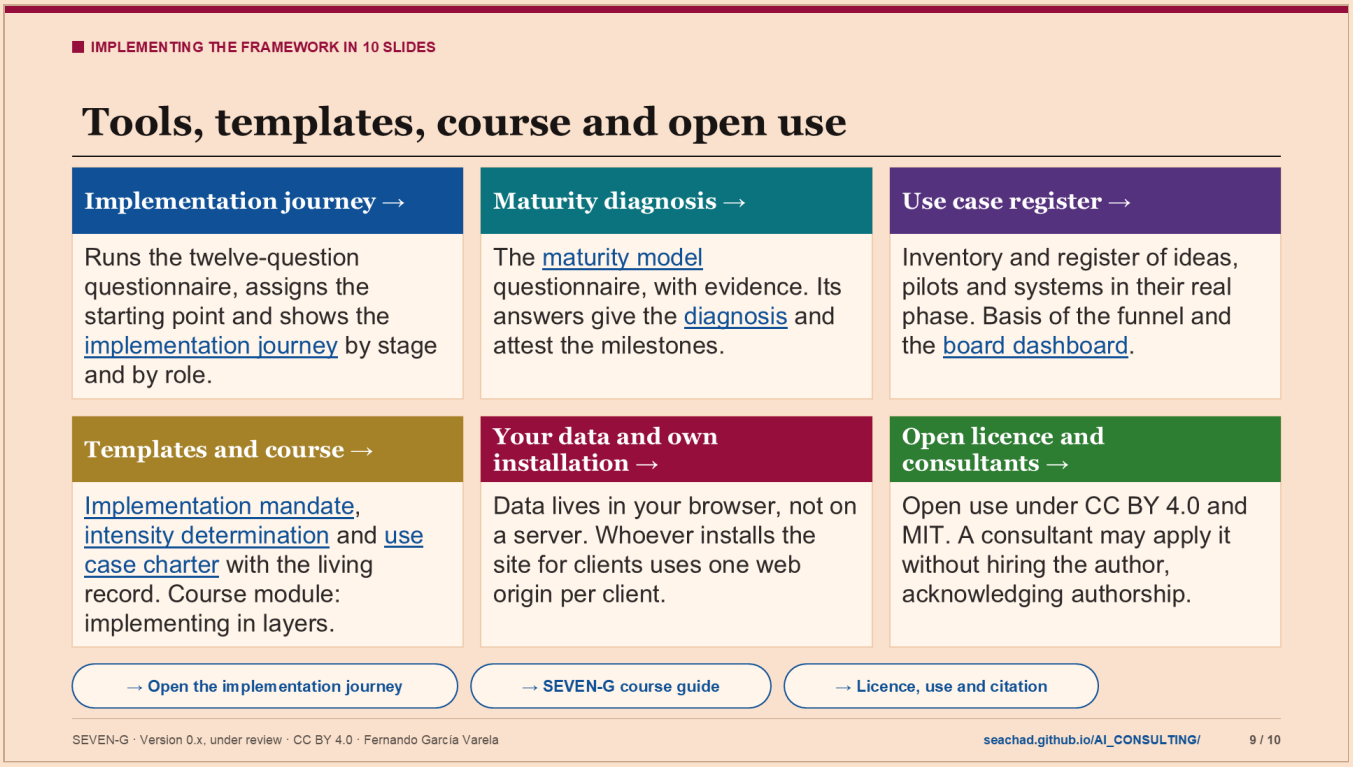
Question for the classroom: which triggers would be activated in your company today?

TERMS ON THIS SLIDE

- **SEVEN-G core** (N-01–N-14): The fourteen rules that always apply, in any company, intensity and size: inventory, register, gates without skipping, the feasibility gate on its own, separation of duties, dual validation, value hypothesis, risks, rollback, board thesis, measurement and nonconformities. They are never lowered. A company declares that it applies SEVEN-G against this core. The link opens its definition in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#14-1-the-seven-g-core
- **AI office**: The team that coordinates the method: it keeps the use case register and the inventory, prepares the gates and the board pack, and verifies the gates in Lite use cases. It neither decides nor builds the use cases. In a small company it can be one or two people. The link opens its role in the governance model (document 30). https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/30_SEVEN-G_Modelo_de_gobierno.html#3-4-ai-office

SOURCES AND LINKS

- **Document 94, section 2: how to read the matrix** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/94_SEVEN-G_Matriz_de_obligatoriedad_y_lectura_por_capas.html#how-to-read-the-matrix
- **Document 94, section 4: triggers** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/94_SEVEN-G_Matriz_de_obligatoriedad_y_lectura_por_capas.html#triggers
- **Document 90, section 2.4: minimum path in a Lite scope** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#2-4-minimum-path-in-a-lite-scope
- **Obligation matrix** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/94_SEVEN-G_Matriz_de_obligatoriedad_y_lectura_por_capas.html
- **Minimum path in a Lite scope** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#2-4-minimum-path-in-a-lite-scope



Notes

These are the pieces that make implementation practical.

Implementation roadmap (T23): it applies document 96. It runs the questionnaire, assigns the starting point and shows the prioritised journey by stage and by role. It can read the register and the maturity diagnosis to propose answers and mark milestones as achieved, and it prints the plan.

Maturity diagnosis (T15): the document 11 questionnaire, with evidence and verification. It gives the level by dimension and overall. Its answers are what attest each milestone of the journey.

Use case register (T01): the inventory and the register in a single tool. Every idea, pilot and system enters in its real phase. A company that prefers not to use it can keep the register in a spreadsheet with the fields of the data model in document 03.

Templates and course: the implementation mandate (P32) opens the implementation; the intensity determination (P04) records each use case's Enterprise criteria; the use case charter (P01) includes the Express living record. Course module 09 covers implementing in layers.

Your data: what is entered in the tools is stored in the browser of whoever enters it, not on a server. The backup is exporting the data file. A consultancy or an independent consultant can install the site on their own server; each client needs its own web origin, because the browser separates data by origin and not by folder.

Licence and consultants: using the framework is free. The content is licensed under CC BY 4.0 and the code under MIT. A third party may apply it, also in paid services, without asking for authorisation or hiring the author, provided it acknowledges authorship, indicates changes and does not suggest that the author endorses its service. The consultants' guide sets five support models, independence rules and what must not be promised, such as a “SEVEN-G certification”, which does not exist.

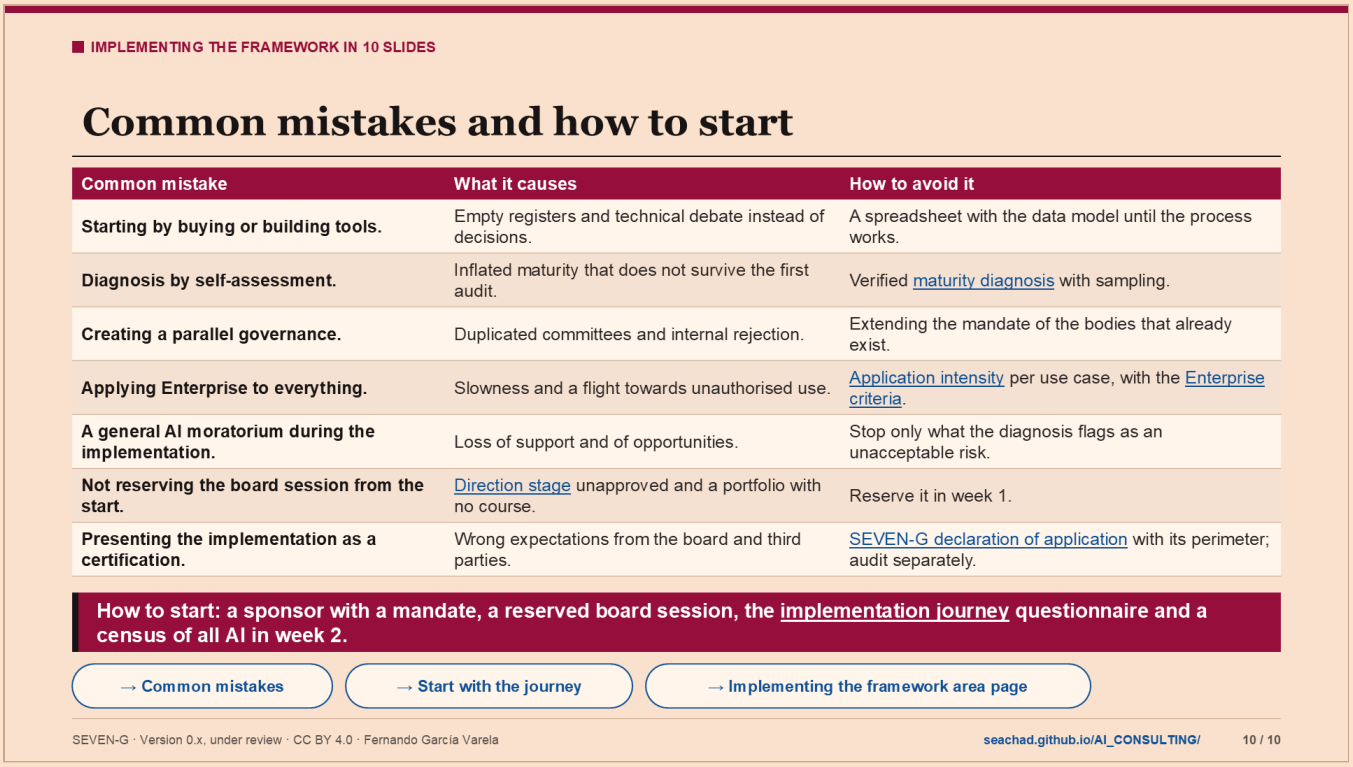
Why it matters: the framework does not require buying anything to start.

TERMS ON THIS SLIDE

- **Implementation journey** (T23): A tool that uses a twelve-question questionnaire to place the company at its starting point and give it an implementation journey: five stages and 22 milestones, prioritised and split by role, with the template for each and the maturity question that substantiates it. The destination is the same for everyone; the order and calendar change. Document 96 explains it. The link opens the tool with an example. https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T23_recorrido_implantacion/recorrido.html
- **Maturity model** (documento 11): It measures how ready the company is to govern AI: seven dimensions (D1 to D7) with levels from 0 (non-existent) to 5 (optimised), 84 evidence-based questions and an overall level capped by strategy and risk. It is applied in the diagnosis and in the annual review. The link opens the dimensions in document 11. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/11_SEVEN-G_Modelo_de_madurez.html#2-1-dimensions
- **Diagnosis** (C1): The first stage of the corporate cycle. The company looks at where it stands: what AI it uses (including unauthorised use), which use cases are under way, its maturity and its risks. The AI office does it with the management sponsor. Without this starting point, the thesis and the portfolio are decided blind. The link opens the diagnosis report template (P33). https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P33_SEVEN-G_Informe_de_diagnostico_C1.html
- **Board dashboard** (T17): A supervision dashboard generated from the use case register. It shows the board cost, validated versus declared value, the funnel, risks, incidents, adoption, maturity and what holds back scaling, with a «?» help on each card. It is for deciding, not just for informing. The link opens the example dashboard with fictitious data; the interface is in Spanish and the help texts are in both languages. https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T17_panel_consejo/ejemplo/salida/t01_Dashboard_Casos_Uso_IA_v8.html
- **Implementation mandate** (P32): The template with which senior management commissions the implementation of SEVEN-G: objective, scope, sponsor, owners, deadlines, resources and a commitment to complete the inventory. Without this mandate, the framework stays a single department's project. The link opens the template. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P32_SEVEN-G_Mandato_de_implantacion.html
- **Intensity determination** (P04): A phase 0 piece of evidence that decides how demanding the governance of a use case is: Express, Lite or Enterprise. One Enterprise criterion (high risk, decisions about people, agents that act, Transform, high investment...) is enough to make it Enterprise. It is reviewed at the feasibility gate and at each continuity review. The link opens the template; the use case register also offers it as a questionnaire. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P04_SEVEN-G_Determinacion_de_intensidad.html
- **Use case charter** (P01): The template with which a use case is born: problem, objective, sponsor, scope, limits and first data. In Express it includes the living record, a single document completed at each gate. It ensures everyone knows from day one what is wanted and who answers for it. The link opens the template. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P01_SEVEN-G_Carta_de_la_iniciativa.html

SOURCES AND LINKS

- **Document 95, section 4.5: one installation per client** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/95_SEVEN-G_Datos_en_local_e_instalacion_propia.html#4-5-one-installation-per-client
- **Document 91, section 4: support models** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/91_SEVEN-G_Guia_para_consultores.html#support-models
- **Document 91, section 8: what must not be promised** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/91_SEVEN-G_Guia_para_consultores.html#what-must-not-be-promised
- **Document 93: licence, use and citation** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/93_SEVEN-G_Licencia_uso_y_citacion.html#summary
- **SEVEN-G course guide** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/curso/M00_SEVEN-G_Curso_Guia_del_curso.html
- **Licence, use and citation** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/93_SEVEN-G_Licencia_uso_y_citacion.html



IMPLEMENTING THE FRAMEWORK IN 10 SLIDES

Common mistakes and how to start

Common mistake	What it causes	How to avoid it
Starting by buying or building tools.	Empty registers and technical debate instead of decisions.	A spreadsheet with the data model until the process works.
Diagnosis by self-assessment.	Inflated maturity that does not survive the first audit.	Verified maturity diagnosis with sampling.
Creating a parallel governance.	Duplicated committees and internal rejection.	Extending the mandate of the bodies that already exist.
Applying Enterprise to everything.	Slowness and a flight towards unauthorised use.	Application intensity per use case, with the Enterprise criteria.
A general AI moratorium during the implementation.	Loss of support and of opportunities.	Stop only what the diagnosis flags as an unacceptable risk.
Not reserving the board session from the start.	Direction stage unapproved and a portfolio with no course.	Reserve it in week 1.
Presenting the implementation as a certification.	Wrong expectations from the board and third parties.	SEVEN-G declaration of application with its perimeter; audit separately.

How to start: a sponsor with a mandate, a reserved board session, the implementation journey questionnaire and a census of all AI in week 2.

→ Common mistakes | → Start with the journey | → Implementing the framework area page

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Notes

The implementation guide (document 90) collects the mistakes that recur most often and how to avoid them. This table shows seven.

Starting with tools leads to empty registers. While the process is not working, a spreadsheet with the fields of the data model is enough. A diagnosis by self-assessment gives an inflated maturity: the assessment must be verified, with evidence sampling. Creating new committees next to existing ones duplicates and creates rejection: it is better to extend the mandate of current bodies. Applying Enterprise intensity to everything makes governance slow and pushes towards unauthorised use. A general moratorium loses support and opportunities. Not reserving the board session leaves the direction (C2) unapproved. And presenting the implementation as a certification creates false expectations: SEVEN-G does not certify; the company makes a declaration of application, which states its perimeter and can be subject to audit.

The guide mentions other mistakes: forgetting corporate use and unauthorised use in the inventory, documenting after the fact to “comply”, adding released capacity as savings, prioritising everything by immediate return, an AI Auditor who depends on the sponsor and open-ended regularisation deadlines.

How to start. First, a sponsor in senior management and a signed implementation mandate: without it (modifier MP5) the journey does not start. Second, reserve the board session in week 1. Third, answer the questionnaire in the Implementation roadmap tool (T23) to know the starting point and the priorities. Fourth, in week 2, the census of all AI: own, third-party, corporate use and unauthorised.

Why it matters: the first ninety days decide whether the framework becomes a way of working or an archive of templates.

Question for the classroom: which of these mistakes do you see as most likely in your company, and why?

TERMS ON THIS SLIDE

- **Maturity diagnosis** (T15): A questionnaire of 84 evidence-based questions that measures the company's maturity in seven dimensions, from 0 to 5, and calculates the overall level. It also shows the three-lens reading and

the NIST profiles. It is done in the initial diagnosis and at each annual review; its report is template P34. An unverified self-assessment does not give a valid level. The link opens an example with fictitious data. https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T15_diagnostico_madurez/madurez.html

- **Application intensity**: How much governance each use case needs: Express, Lite or Enterprise. It is decided per use case, not per company. The gates are always the same; what changes is how many criteria are assessed, which sessions are grouped and who verifies. It makes the framework proportionate: an internal assistant does not carry the same load as an agent deciding about customers. The link opens the definition in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#application-intensity-express-lite-and-enterprise
- **Enterprise criteria**: A list of situations that require a use case to be governed at Enterprise intensity: high regulatory risk, decisions about people, direct customer exposure, agents that act, protected data, critical function, Transform ambition or high investment. One is enough. So rigour goes where the possible harm is greatest. The link opens the list in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#9-2-enterprise-criteria
- **Direction stage** (C2): The second stage of the corporate cycle. The board approves the AI thesis (what the company wants AI for), the ambition per sphere, the risk appetite, the budget envelope and the thresholds the whole framework will use. It is the decision that gives meaning to the rest: without it, each use case is approved on its own criteria. The link opens how that decision is taken in document 13. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/13_SEVEN-G_Tesis_de_IA_ambicion_y_apetito_de_riesgo.html#the-c2-decision-as-a-whole
- **SEVEN-G declaration of application** (P61): A document in which a company declares that it applies SEVEN-G, rule by rule of the core, with its evidence. It is a self-declaration that an audit can verify; nobody outside grants it and it is not an accreditation. It lets the company state rigorously what is met and what is not. The link opens template P61. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/plantillas/P61_SEVEN-G_Declaracion_de_aplicacion_de_SEVEN-G.html
- **Implementation journey** (T23): A tool that uses a twelve-question questionnaire to place the company at its starting point and give it an implementation journey: five stages and 22 milestones, prioritised and split by role, with the template for each and the maturity question that substantiates it. The destination is the same for everyone; the order and calendar change. Document 96 explains it. The link opens the tool with an example. https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T23_recorrido_implantacion/recorrido.html

SOURCES AND LINKS

- **Document 90, section 8: common mistakes** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#common-mistakes
- **Document 90, section 4.2: month 1, diagnosis** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#4-2-month-1-diagnosis-c1
- **Document 91, section 6.3: the declaration is not a certification** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/91_SEVEN-G_Guia_para_consultores.html#6-3-the-declaration-of-application-is-not-a-certification
- **Common mistakes** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#common-mistakes
- **Implementing the framework area page** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/areas/implantar.html

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