


## Notes

This slide summarises the SEVEN-G “Implementing the framework” area. It answers two questions every management team asks before starting: where do I start, given what I already have, and what is truly mandatory.

Six starting points. Companies do not start from the same place. SEVEN-G describes six archetypes: ground zero (no own AI and none knowingly contracted), third-party AI user, automator (rules or RPA), in-house AI in production, many pilots and at scale (agents that act, or predictive models and generative AI at the same time). A twelve-question questionnaire assigns the archetype. Five modifiers adjust it: regulated sector, decisions about people, Enterprise scope, reusable prior governance and no sponsor in senior management, which blocks the journey until it is solved.

Five stages and twenty-two milestones. The implementation journey orders the work in five stages: start, organise, govern, measure, and scale and review. Each milestone states what must be in place, who leads it, with which template or tool and which question of the maturity model (document 11) attests it. A milestone is achieved when that question is “Yes” in a verified assessment. So progressing in the journey means rising in maturity with evidence.

Scope and intensity. They are two different decisions. The implementation scope belongs to the company: Lite or Enterprise, according to criteria such as sector supervision or high-risk systems. Size does not decide the scope. Intensity belongs to each use case: Express, Lite or Enterprise. One Enterprise criterion is enough for a use case to be Enterprise, even if the company has a Lite scope.

The core is never reduced. Proportionality matches effort to risk, but there are fourteen rules (N-01 to N-14) that apply to every company and use case. They are what distinguishes applying SEVEN-G from using some of its templates.

90-day plan. Week 1: mandate and board session reserved. Month 1: inventory and diagnosis (C1). Month 2: risks and opportunities by sphere. Month 3: bodies, roles, gates, dashboard; the board approves thesis,

ambition and risk appetite (C2) and the committee approves the first portfolio (C3). The timeframes are indicative; the completion criteria are not.

Regularise what exists. What is already in production is brought in through a review equivalent to the scale-or-retire gate (G7), starting with the highest risk. AI activity continues during the implementation: only what the diagnosis flags as an unacceptable risk is stopped.

Why it matters: 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. The starting point decides what is done first, not what is required in the end.

The Implementation roadmap tool (T23) runs the questionnaire and builds the plan. The example journeys in document 96 are fictitious.

Question for the classroom: which archetype is your company in, and what would you do on Monday morning?

## 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
- **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
- **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
- **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
- **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

- **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

- **Action area: Implementing the framework** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/areas/implantar.html
- **Document 96: starting points and implementation journey** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/96_SEVEN-G_Puntos_de_partida_y_recorrido_de_implantacion.html
- **Document 90: implementation guide** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html
- **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
- **Document 01, section 9.4: Express intensity** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#9-4-express-intensity
- **Implementing the framework area page** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/areas/implantar.html
- **Implementation guide** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html
- **Obligation matrix** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/94_SEVEN-G_Matriz_de_obligatoriedad_y_lectura_por_capas.html

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