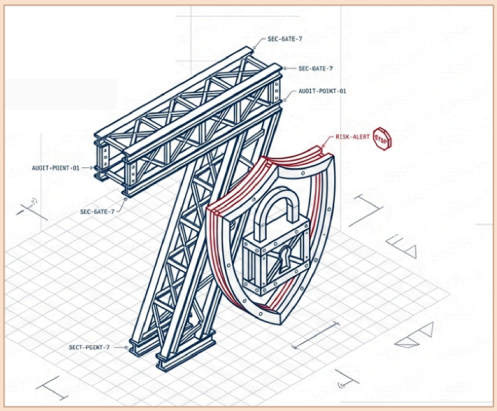
SEVEN-G IN 10 SLIDES

SEVEN-G: AI as a strategic asset



For business school students and faculty, board members and executives

AI is not just another technology. It enables, accelerates and transforms the company, and its decisions belong to the board and senior management.

SEVEN-G is the open framework to decide where to invest in AI, scale what works under control and prove what it returns.

→ What SEVEN-G is | → SEVEN-G quick start

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Notes

SEVEN-G stands for Seven-phase Enterprise Value & Governance: an enabling phase 0, seven value phases and governance present in all of them. It is a complete and free method for a company, a consultancy or an independent professional to implement, govern and measure the artificial intelligence of an organisation.

The central message of this presentation is simple. AI is not just another technology or product. It enables, accelerates and transforms the company. That is why it is treated as a strategic asset. Its decisions do not belong only to the technology area: they belong to the board of directors, the chief executive and the finance function.

SEVEN-G does not say which technology to buy. It helps to answer three management questions with the data of the company's own portfolio:

- Where to invest: in which areas AI has the most impact and whether investment follows the strategy.
- How to scale: what prevents moving from pilots to production today and where to start.
- How to prove value: how much each euro returns and what share of that figure is validated.

Why it matters. If AI is treated as a technical project, the board receives a list of projects and cannot prioritise, demand or oversee. If it is treated as a strategic asset, the board decides the ambition, the risk it accepts and the capital it allocates, and asks for evidence.

Example. Two companies spend the same on AI. The first has twenty pilots with no owner. The second has a portfolio with phases, owners and validated figures. Only the second can tell the board what to stop and what to scale.

Question for the classroom: in your organisation, who decides on AI today, and with what information?

TERMS ON THIS SLIDE

- **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

SOURCES AND LINKS

- **SEVEN-G: entry to the framework** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/entrada/index.html
- **Document 00 · What SEVEN-G is and how it helps companies** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html
- **What SEVEN-G is** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/entrada/index.html
- **SEVEN-G quick start** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#quick-start



Notes

In most organisations AI grows faster than their ability to govern it. The symptoms repeat in any sector: the board receives an inventory of technical projects instead of business decisions; there are many pilots and few cases in production; value is declared, but nobody validates it; there are no criteria to stop; whoever builds also approves; and regulatory and security risk is addressed late.

SEVEN-G starts from one premise: these problems are not corrected with more technology or more pilots. They are corrected with governance and measurement. That is why the framework speaks both to those who build and to those who decide and oversee.

The six questions on the slide are the ones the board ends up asking. Each card links to a page on the site that explains how SEVEN-G answers it and where to see it in the example:

- Progress is measured with a funnel, not with a list of projects.
- Profitability is measured with the full cost against validated value.
- Doing more requires a sphere map and a maturity reading.
- Transformation is told apart from efficiency with eight observable signals.
- Stopping in time requires decision gates with criteria set in advance.
- Risk is controlled with an inventory, separate roles and evidence.

Why it matters. If each answer is a spreadsheet and an opinion, the board cannot exercise its oversight responsibility. With a single register, the same question gets the same answer every quarter.

Example. A company announces savings of thousands of hours thanks to an assistant. Nobody has reduced cost or reassigned those hours. For SEVEN-G, that saving does not exist yet.

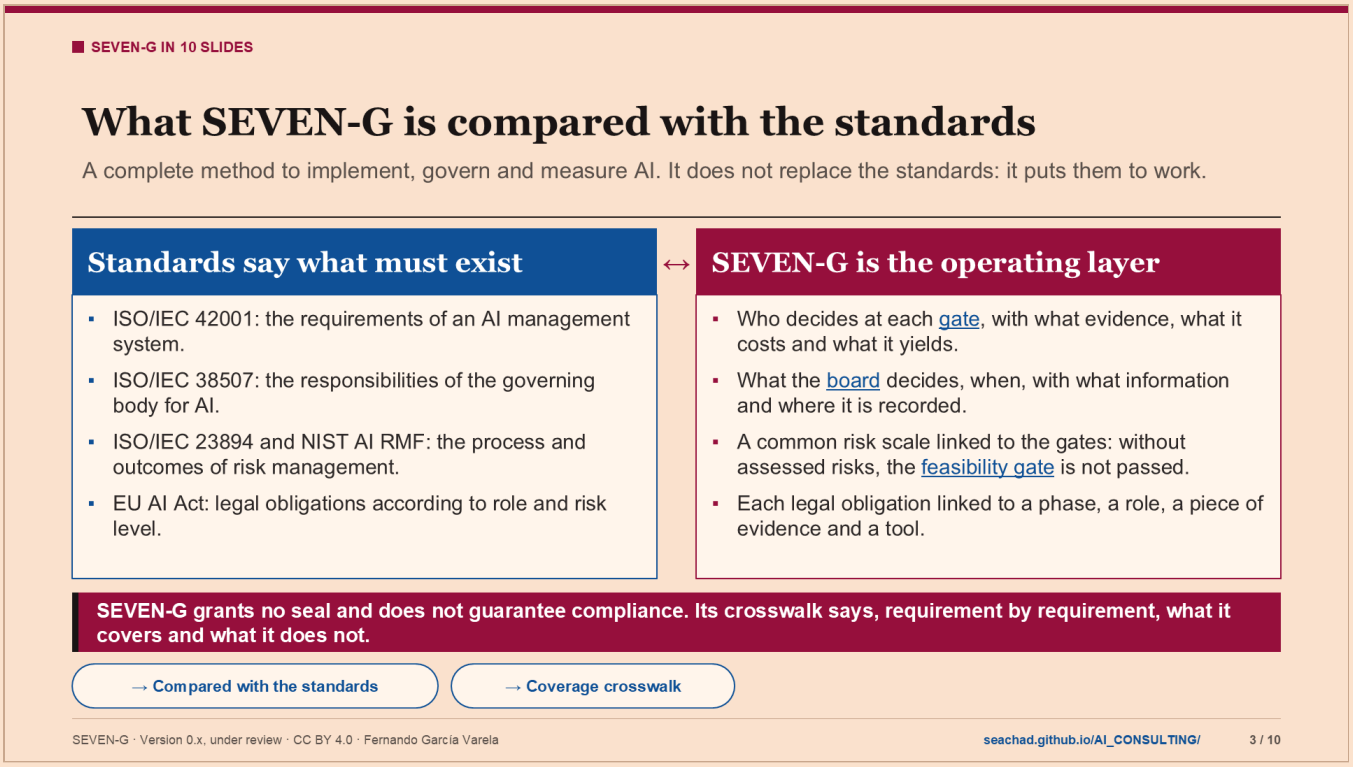
Question for the classroom: which of the six questions would be the hardest to answer in your organisation today, and why?

TERMS ON THIS SLIDE

- **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
- **Portfolio funnel**: A way of seeing all use cases as a sales funnel: mandatory stages (proposed, value hypothesis, test, development) until they reach use, with the use cases that did not pass each stage and why. It shows how much is stopped, where, and what is learned. The link opens the example funnel on the SEVEN-G entry page (fictitious data). https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/entrada/index.html#embudo
- **Released capacity**: Working hours that AI saves. They do not count as value until they are materialised (lower real cost) or reassigned to another activity that creates measurable value. It avoids the most common mistake: adding up «hours saved» that nobody turns into money. The link opens the rule in document 40. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/40_SEVEN-G_Reglas_de_medicion_del_valor.html#3-3-rule-3-released-capacity-is-not-counted-until-it-is-materialised-or-reassigned

SOURCES AND LINKS

- **Document 00, section 2 · The problem it solves** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#the-problem-it-solves
- **Board questions: Am I making progress with AI?** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/preguntas/avanzo.html
- **Document 61 · Guide to the conversation with the board** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/61_SEVEN-G_Guia_de_conversacion_con_el_consejo.html
- **The problem it solves** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#the-problem-it-solves
- **Guide to the conversation with the board** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/61_SEVEN-G_Guia_de_conversacion_con_el_consejo.html



Notes

SEVEN-G is presented as an AI operating model. Standards and regulation say what must exist: a management system, responsibilities of the governing body, a risk process, impact assessments and legal obligations. SEVEN-G is the layer that makes it work in each use case and across the whole portfolio, with investment and value discipline.

What the framework adds to each reference:

- To ISO/IEC 42001, the lifecycle of each use case with gates and verifiable criteria, the portfolio as a funnel and value measurement; the evidence an audit asks for is already prepared.
- To ISO/IEC 38507, what the board decides and when, with what information and where the decision is recorded.
- To ISO/IEC 23894, a common 5 × 5 risk scale, standard risks and acceptance by the body at the right level.
- To the NIST AI RMF, current and target profiles derived from the same maturity questionnaire.
- To the EU AI Act, each obligation linked to a phase, a role, a piece of evidence and a tool.

What SEVEN-G is not: it does not replace ISO/IEC 42001, it grants no seal and it does not guarantee compliance with the EU AI Act. The declaration of application is a self-declaration that an audit can verify. Each organisation is accountable for its own compliance.

Why it matters. Those who already work with a standard are not looking for another one to replace it, but for a way to put it to work without duplicating effort. Saying precisely what the framework covers avoids two costly mistakes: believing the framework is enough to comply and believing one has to choose between the framework and the standard.

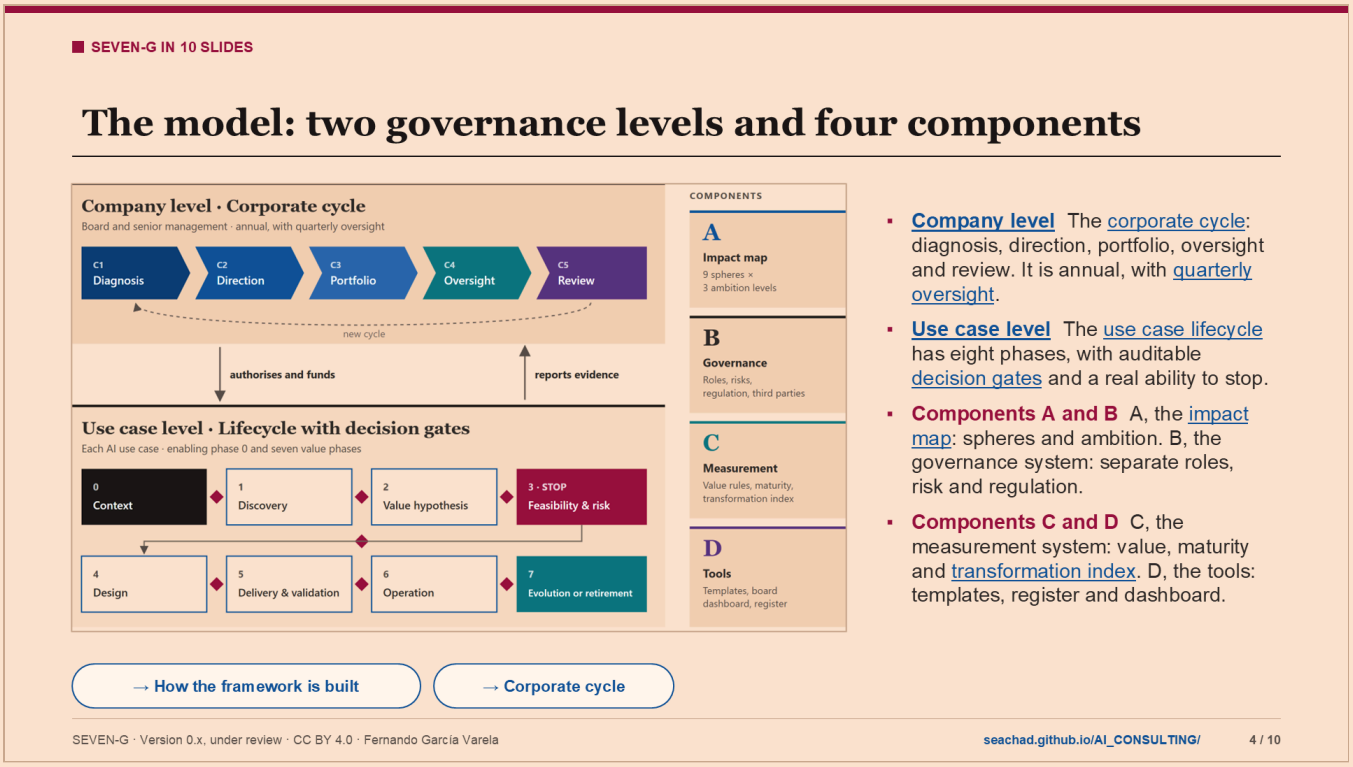
Question for the classroom: if your company already has a risk management system, what would it lack to govern an AI portfolio?

TERMS ON THIS SLIDE

- **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 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
- **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 04, section 5.1 · SEVEN-G as an AI operating model** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/04_SEVEN-G_Origenes_diferencias_y_por_que_es_abierto.html#5-1-compared-with-the-standards-seven-g-as-an-ai-operating-model
- **Document 34, section 9.1 · Coverage crosswalk** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/34_SEVEN-G_Mapeo_regulatorio.html#9-1-coverage-crosswalk-standards-and-regulation-seven-g
- **ISO/IEC 42001 · AI management system (ISO)** https://www.iso.org/standard/42001
- **NIST AI RMF 1.0 (NIST)** https://www.nist.gov/publications/artificial-intelligence-risk-management-framework-ai-rmf-10
- **Regulation (EU) 2024/1689, Artificial Intelligence Act (EUR-Lex)** https://eur-lex.europa.eu/eli/reg/2024/1689/oj/eng
- **Compared with the standards** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/04_SEVEN-G_Origenes_diferencias_y_por_que_es_abierto.html#5-1-compared-with-the-standards-seven-g-as-an-ai-operating-model
- **Coverage crosswalk** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/34_SEVEN-G_Mapeo_regulatorio.html#9-1-coverage-crosswalk-standards-and-regulation-seven-g



Notes

SEVEN-G is organised into two governance levels and four components used at both levels.

The company level is the corporate cycle, where the board and senior management exercise their role:

- C1 · Diagnosis: where are we? Maturity with evidence, current sphere map and inventory of AI systems.
- C2 · Direction: where do we want to play, with what ambition and what risk appetite? It is the company's AI thesis.
- C3 · Portfolio: which use cases do we fund and which do we stop?
- C4 · Oversight: is what was decided being delivered? Board dashboard, gate decisions and incidents.
- C5 · Review: have we made progress? Are we transforming?

The use case level is its lifecycle: each use case goes through eight phases and, at the end of each one, a decision gate checks the result and the documentation.

The four components are: A, the impact map, which says where and with what ambition to use AI; B, the governance system, with separate roles and regulation translated into phases, roles and evidence; C, the measurement system, with value per use case, maturity and the transformation index; and D, the tools, which turn the method into daily work.

Why it matters. Without a corporate cycle, AI decisions stay in isolated projects. Without a lifecycle, the board sets the direction but does not know what happens in each use case. Both levels are needed.

Example. A first implementation can concentrate the first three stages (C1 to C3) in ninety days: diagnosis in month 1, risks and opportunities in month 2 and governance structure in month 3.

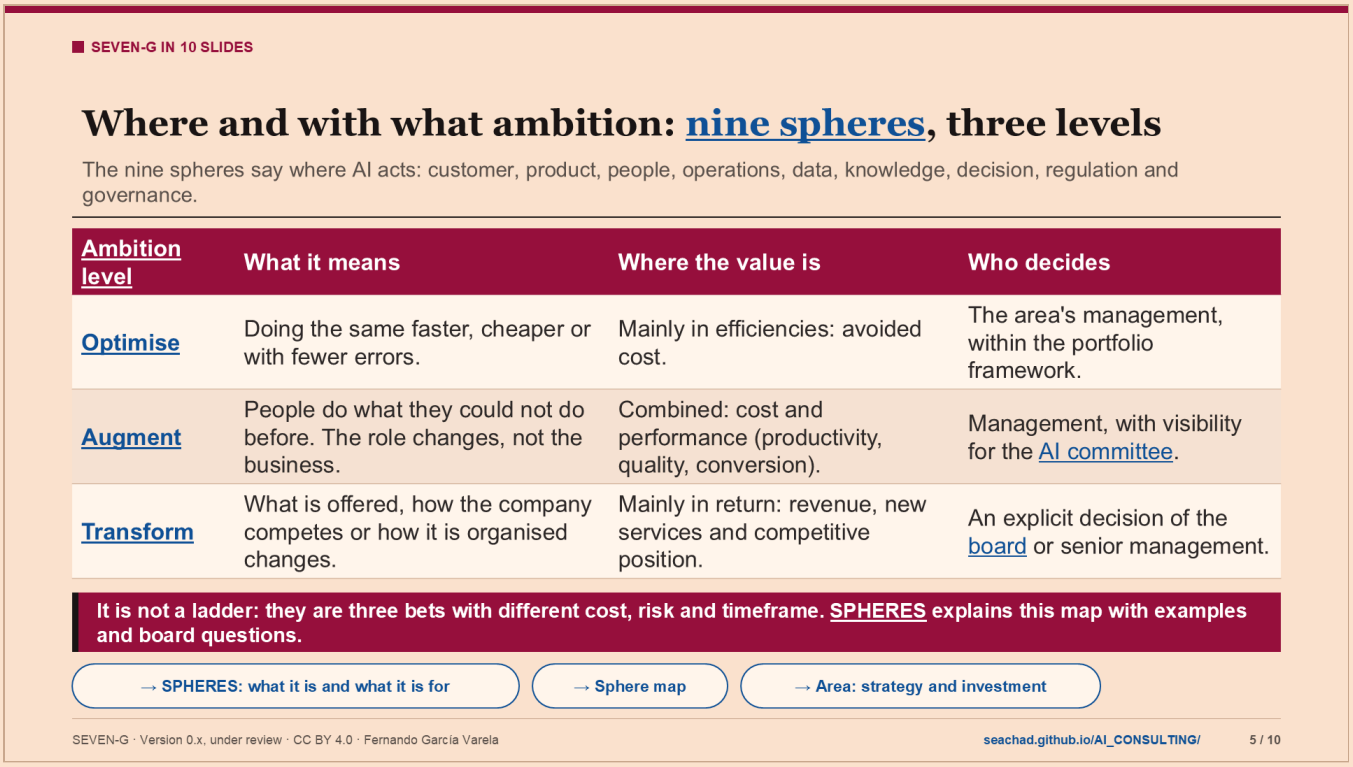
Question for the classroom: which stage of the corporate cycle do you think is missing most often in companies?

TERMS ON THIS SLIDE

- **Corporate cycle** (C1–C5): The company level of SEVEN-G: five stages repeated every year. Diagnosis (C1), direction with thesis and risk appetite (C2), portfolio (C3), quarterly oversight (C4) and annual review (C5). Senior management and the board lead it. It sets the frame each use case lives in: how much is wanted, how much risk is accepted and how it is overseen. The link opens its explanation in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#company-level-corporate-cycle
- **Quarterly oversight** (C4): The fourth stage of the corporate cycle. Each quarter, the board receives a pack with the state of the portfolio, validated value, risks, incidents and what holds back scaling, and it decides. It lets the board oversee AI with the same discipline as the rest of the business. The link opens the quarterly pack in document 60. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/60_SEVEN-G_Paquete_para_el_consejo.html#3-1-quarterly-oversight-pack-c4
- **Use case lifecycle**: The path of each AI use case: eight phases (0 to 7), from context to evolution or retirement, with a decision gate at the end of each phase. No phase or gate is skipped; depending on intensity, some are grouped. The use case team and its sponsor go through it; the governance bodies decide. The link opens its explanation in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#use-case-level-lifecycle
- **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
- **Impact map** (T16): Component A of SEVEN-G: where and with what ambition AI acts. It is read as a grid of the portfolio, with the spheres in rows and Optimise, Augment and Transform in columns. Each cell shows use cases, investment, cost and value, and flags the gap against the ambition the board approved. It answers «where is the impact?». In the example board dashboard, look for the «Where the impact is» card (fictitious data, interface in Spanish). https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T17_panel_consejo/ejemplo/salida/t01_Dashboard_Casos_Uso_IA_v8.html
- **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

SOURCES AND LINKS

- **Document 00, section 4 · How the framework is built** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#how-the-framework-is-built
- **Document 90 · 90-day plan** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html#90-day-plan
- **How the framework is built** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#how-the-framework-is-built



SEVEN-G IN 10 SLIDES

Where and with what ambition: nine spheres, three levels

The nine spheres say where AI acts: customer, product, people, operations, data, knowledge, decision, regulation and governance.

Ambition level	What it means	Where the value is	Who decides
Optimise	Doing the same faster, cheaper or with fewer errors.	Mainly in efficiencies: avoided cost.	The area's management, within the portfolio framework.
Augment	People do what they could not do before. The role changes, not the business.	Combined: cost and performance (productivity, quality, conversion).	Management, with visibility for the AI committee.
Transform	What is offered, how the company competes or how it is organised changes.	Mainly in return: revenue, new services and competitive position.	An explicit decision of the board or senior management.

It is not a ladder: they are three bets with different cost, risk and timeframe. SPHERES explains this map with examples and board questions.

→ SPHERES: what it is and what it is for | → Sphere map | → Area: strategy and investment

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Notes

The impact map (component A) makes it possible to talk about AI without talking about technology. A board does not decide on technology: it decides on risk, opportunity, competitive advantage and accountability.

The nine spheres apply to any sector. Four are where value is created: 01 Customer, 02 Product and service, 03 People and 04 Operations. Three are enablers: 05 Data, 06 Knowledge and 07 Decision. Sphere 08, Regulation, ethics and accountability, sets the boundaries. Sphere 09, AI governance, is the meta-sphere that connects the others. Spheres 08 and 09 are not assessed with the three ambition levels, because they do not create value on their own: they have their own grades.

The three ambition levels are not a ladder. They are three types of bet with different cost, risk, timeframe and organisational resistance. Five questions classify each use case: whether it changes the value proposition to the customer, whether the process is redesigned end to end, whether roles or decisions change, whether it generates new revenue and whether it could be retired by returning to the previous cost. If the first four are negative, the use case is Optimise, however it is presented.

Why it matters. Without a map, the portfolio fills with use cases that are technically attractive but strategically disordered. The map forces decisions on where to create value, what ambition to take on and what will not be funded.

Relationship with SPHERES. SPHERES is the methodology that explains this map in detail, with examples, warning signs and a conversation script per sphere. The operating rules, indicators and tools are in SEVEN-G.

Question for the classroom: think of an AI use case you know. Which sphere is it in and at what ambition level? Does that match how it was presented?

TERMS ON THIS SLIDE

- **The nine spheres** (esferas 01–09): Nine areas where AI acts in a company: four where value is created (01 to 04), three enablers that make it possible (05 to 07), the limits of regulation and ethics (08) and the governance of

AI itself (09). Each use case sits in one primary sphere. The link opens the overview in SPHERES. https://seachad.github.io/AI_CONSULTING/SPHERES/html/en/00_SPHERES_Que_es_y_para_que_sirve.html#the-nine-spheres-at-a-glance

- **Ambition levels**: Three levels stating how much a company wants to change with each use case: Optimise (do the same better), Augment (extend what people can do) and Transform (change the business). Each level is decided, funded and measured differently. The link opens the SPHERES document that explains them with examples. https://seachad.github.io/AI_CONSULTING/SPHERES/html/en/01_SPHERES_Niveles_de_ambicion.html
- **AI committee**: A management body that decides the portfolio and the gates at its level, allocates budget and escalates to the board what belongs there. It brings together business, technology, finance and risk, and follows rules of procedure (P38). It matters because it turns scattered decisions into a single portfolio. 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#3-3-ai-committee
- **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
- **SPHERES**: A methodology that explains where AI can create value in a company and with what ambition, through three questions: where do we play?, with what ambition? and what do we ask? It is the explanatory layer of the spheres and ambition levels; the operating rules are in SEVEN-G. It supports conversations with management and the board. The link opens its presentation document. https://seachad.github.io/AI_CONSULTING/SPHERES/html/en/00_SPHERES_Que_es_y_para_que_sirve.html#what-spheres-is

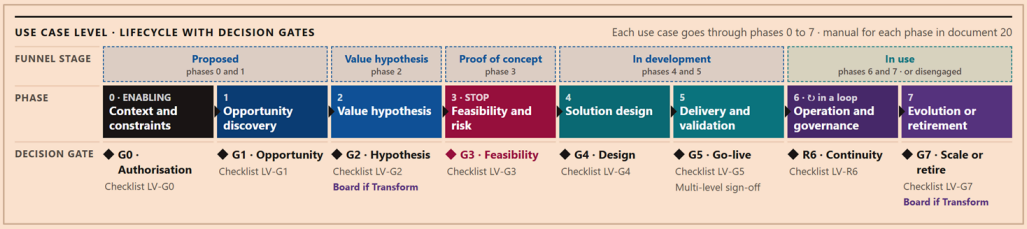
SOURCES AND LINKS

- **Document 10 · Map of spheres and ambition levels** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/10_SEVEN-G_Mapa_de_esferas_y_niveles_de_ambicion.html
- **Document 00, section 4.1 · Nine spheres and three ambition levels** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#4-1-component-a-impact-map-nine-spheres-and-three-ambition-levels
- **SPHERES · Relationship with SEVEN-G** https://seachad.github.io/AI_CONSULTING/SPHERES/html/en/00_SPHERES_Que_es_y_para_que_sirve.html#relationship-with-seven-g
- **SPHERES: what it is and what it is for** https://seachad.github.io/AI_CONSULTING/SPHERES/html/en/00_SPHERES_Que_es_y_para_que_sirve.html
- **Sphere map** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/10_SEVEN-G_Mapa_de_esferas_y_niveles_de_ambicion.html#the-impact-map
- **Area: strategy and investment** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/areas/estrategia.html

SEVEN-G IN 10 SLIDES

The lifecycle: eight phases and a decision gate in each one

Each gate requires tangible results and verified documentation at the same time: this is dual validation.



- Before investing, phases 0 to 2: no start without the authorisation gate; the hypothesis has a baseline and a stop criterion.
- The big stop, phase 3: the feasibility gate comes before heavy spending and is always decided separately.
- Build, phases 4 and 5: design with human oversight and rollback; value shown up to the go-live gate.
- Operate, phases 6 and 7: a regular continuity review; then the scale or retire gate decides.

Gate outcomes: proceed, proceed with conditions, iterate, pivot or stop. Stopping in time, with a reason, is a result.

→ Phases and gates | → Possible gate outcomes | → Do I know when to stop?

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Notes

Each AI use case goes through eight phases. Phase 0 is enabling: without it, the use case is not authorised. The seven phases that follow take it from the opportunity to demonstrated value. The G in SEVEN-G expresses that governance is present in all of them.

The eight phases, one by one: 0, context and constraints (objectives, limits and roles); 1, opportunity discovery (what does not need AI is discarded); 2, value hypothesis (falsifiable, with a baseline); 3, feasibility and risk; 4, solution design (architecture, human oversight, controls and rollback); 5, delivery and validation (value in real conditions); 6, operation and governance (watch for degradation); 7, evolution or retirement. The chart comes from the usage map in document 00: each box links to its phase, its gate or its checklist.

At the end of each phase there is a decision gate. The sequence is always the same: the team provides the evidence, someone independent verifies it and the competent body decides. Nobody decides on their own work, and documentation produced after the fact to justify progress invalidates the gate.

The possible outcomes are:

- Proceed: the criteria are met and the evidence is verified.
- Proceed with conditions: non-critical points remain, with a deadline and an owner. It is never accepted for security, legal compliance or human oversight.
- Iterate: the phase is repeated because the result falls short, but the idea is still plausible. After two iterations, the decision is escalated to the higher body.
- Pivot: a new hypothesis in phase 2. Only at the opportunity (G1), hypothesis (G2) and feasibility (G3) gates.
- Stop: there is no plausible value or the risk is unacceptable. The reason and the lessons are recorded.

At the scaling or retirement gate (G7), the outcomes are scale, iterate or retire.

Why it matters. The lifecycle avoids two costly mistakes: going live without evidence and keeping use cases without value through inertia. G3, feasibility and risk, comes before the heavy investment; that is why it is the main stop gate and is always decided separately.

Example. In phase 2, the measured saving falls below the target, but the team sees a specific adjustment. The use case iterates: it repeats the phase with that adjustment and returns to the same gate.

Question for the classroom: why do you think a limit of two iterations protects the company?

TERMS ON THIS SLIDE

- **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
- **Dual validation**: A rule for every gate: whoever verifies the evidence is not whoever decides, and neither is whoever builds the use case. A criterion marked as mandatory that is not met prevents continuing, whoever decides. It stops a team from approving itself. The link opens the rule in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#7-2-dual-validation
- **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
- **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
- **Go-live gate** (G5): The gate that authorises using the AI system with real users, customers or data. It requires validation and pilot passed, a tested rollback plan and multi-level sign-off (business, technology, risk). Nothing goes into production without this sign-off. 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#6-6-g5-go-live
- **Continuity review** (R6): A periodic review of a use case in production: quarterly in Enterprise, half-yearly in Lite and yearly in Express. It checks whether value is still arriving and whether there is drift, incidents or regulatory change. A deviation brings forward the scale or retire decision (G7). It is prepared with pack P65. 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#6-7-r6-continuity-review
- **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

LINKS IN THE CHART

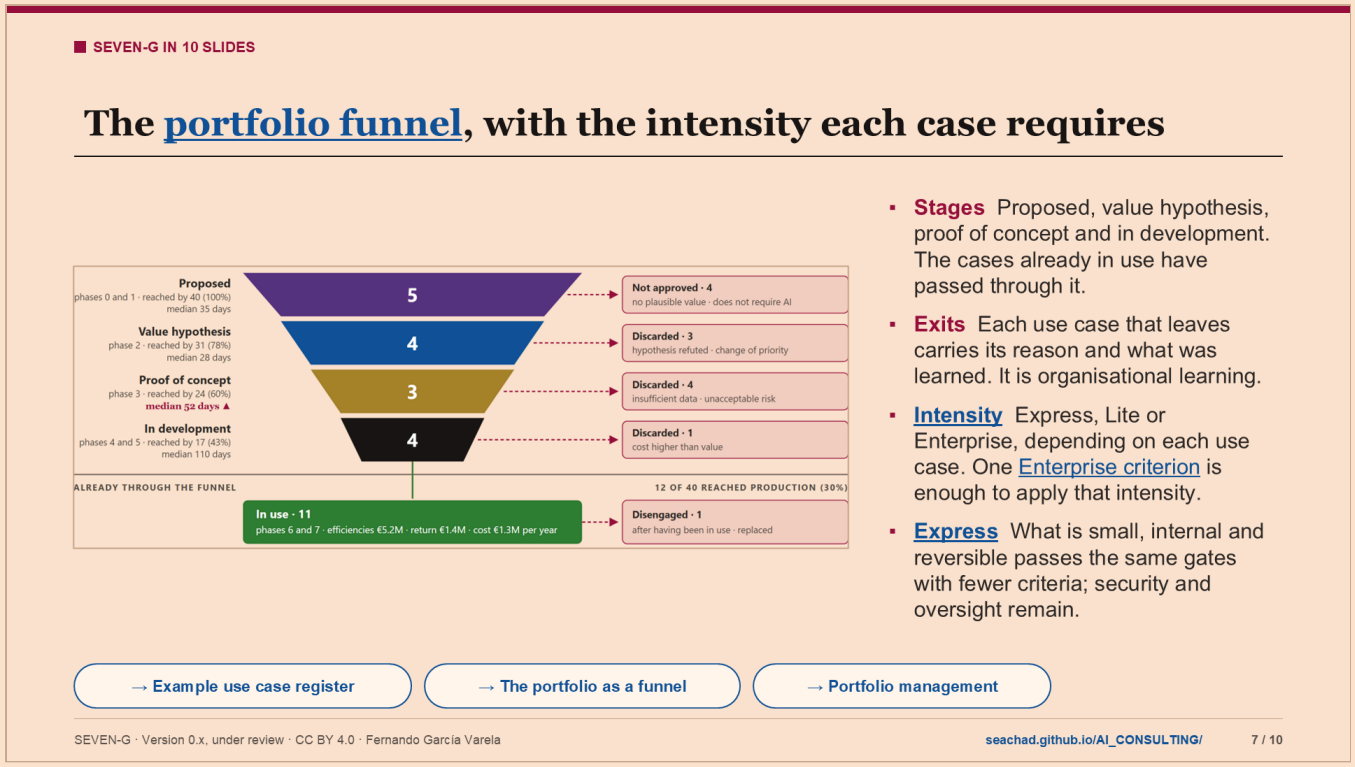
- Proposed · phases 0 and 1: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#4-3-use-case-level-lifecycle-with-decision-gates
- Value hypothesis · phase 2: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#4-3-use-case-level-lifecycle-with-decision-gates
- Proof of concept · phase 3: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#4-3-use-case-level-lifecycle-with-decision-gates
- In development · phases 4 and 5: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#4-3-use-case-level-lifecycle-with-decision-gates

- In use · phases 6 and 7 · or disengaged: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#4-3-use-case-level-lifecycle-with-decision-gates
- Phase 0 · Context and constraints: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/20_SEVEN-G_Manuales_de_fase.html#phase-0-context-and-constraints
- Phase 1 · Opportunity discovery: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/20_SEVEN-G_Manuales_de_fase.html#phase-1-opportunity-discovery
- Phase 2 · Value hypothesis: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/20_SEVEN-G_Manuales_de_fase.html#phase-2-value-hypothesis
- Phase 3 · Feasibility and risk: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/20_SEVEN-G_Manuales_de_fase.html#phase-3-feasibility-and-risk
- Phase 4 · Solution design: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/20_SEVEN-G_Manuales_de_fase.html#phase-4-solution-design
- Phase 5 · Delivery and validation: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/20_SEVEN-G_Manuales_de_fase.html#phase-5-delivery-and-validation
- Phase 6 · Operation and governance: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/20_SEVEN-G_Manuales_de_fase.html#phase-6-operation-and-governance
- Phase 7 · Evolution or retirement: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/20_SEVEN-G_Manuales_de_fase.html#phase-7-evolution-or-retirement
- G0 · Authorisation: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-1-g0-authorisation
- Checklist LV-G0: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/22_SEVEN-G_Listas_de_verificacion_por_gate.html#lv-g0-authorisation
- G1 · Opportunity: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-2-g1-opportunity
- Checklist LV-G1: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/22_SEVEN-G_Listas_de_verificacion_por_gate.html#lv-g1-opportunity
- G2 · Hypothesis: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-3-g2-hypothesis
- Checklist LV-G2: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/22_SEVEN-G_Listas_de_verificacion_por_gate.html#lv-g2-hypothesis
- G3 · Feasibility: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-4-g3-feasibility
- Checklist LV-G3: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/22_SEVEN-G_Listas_de_verificacion_por_gate.html#lv-g3-feasibility
- G4 · Design: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-5-g4-design
- Checklist LV-G4: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/22_SEVEN-G_Listas_de_verificacion_por_gate.html#lv-g4-design
- G5 · Go-live: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-6-g5-go-live
- Checklist LV-G5: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/22_SEVEN-G_Listas_de_verificacion_por_gate.html#lv-g5-go-live
- Multi-level sign-off: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#multi-level-go-live-sign-off-g5
- R6 · Continuity: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/21_SEVEN-G_Criterios_de_gate_y_auditoria.html#6-7-r6-continuity-review

- Checklist LV-R6: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/22_SEVEN-G_Listas_de_verificacion_por_gate.html#lv-r6-continuity-review
- G7 · Scale or retire: 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
- Checklist LV-G7: https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/22_SEVEN-G_Listas_de_verificacion_por_gate.html#lv-g7-scale-or-retire

SOURCES AND LINKS

- **Document 01, section 6 · Lifecycle** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#use-case-level-lifecycle
- **Document 00, section 4.3 · Lifecycle with decision gates** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#4-3-use-case-level-lifecycle-with-decision-gates
- **Phases and gates** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#6-1-summary-of-phases-and-gates
- **Possible gate outcomes** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#7-3-possible-outcomes
- **Do I know when to stop?** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/preguntas/parar.html



Notes

SEVEN-G reads the set of AI use cases as a traditional sales funnel. To reach production, each use case passes through mandatory states, and in each one it can move forward, wait or drop out. Registering a use case in the use case register (T01) is like recording an opportunity in a CRM: from then on it is known which stage it is in, how many days it has been there, what cost and value are expected and, if it leaves, why it left.

The stages group the phases: Proposed (phases 0 and 1), Value hypothesis (phase 2), Proof of concept (phase 3) and In development (phases 4 and 5). Cases In use (phases 6 and 7) have already passed through the funnel. Those that disengage after being in use are tracked separately, with their reason.

Intensity decides how much control each use case needs:

- Enterprise: one criterion is enough, for example high regulatory risk, decisions about people, direct customer exposure, agents that act, specially protected data or an investment above the threshold the board sets in the direction stage (C2). All gates separately and an AI Auditor at each one.
- Lite: low risk and internal use. Some gates are grouped and the templates are simplified.
- Express: small, internal, reversible within days and without sensitive data. The same gates with a reduced list of criteria and a living record. The risk function confirms it, never the sponsor alone, and the feasibility gate (G3) is still decided separately.

Why it matters. The funnel shows at a glance what a list hides: where the portfolio gets stuck. Intensity prevents a cheap internal assistant from paying for the path of an agent that serves customers; otherwise, small cases stop being registered.

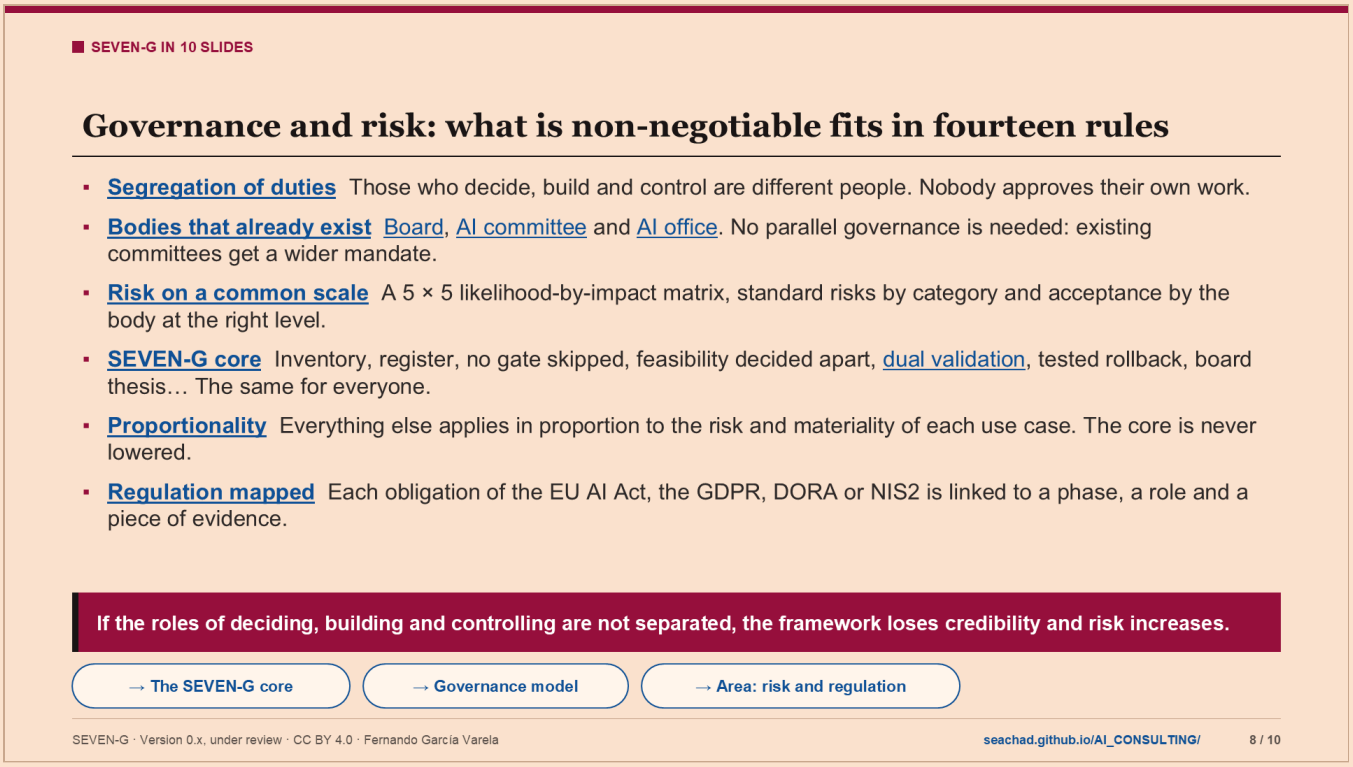
Question for the classroom: what would a board learn from the use cases that do not pass the proof-of-concept stage?

TERMS ON THIS SLIDE

- **Portfolio funnel**: A way of seeing all use cases as a sales funnel: mandatory stages (proposed, value hypothesis, test, development) until they reach use, with the use cases that did not pass each stage and why. It shows how much is stopped, where, and what is learned. The link opens the example funnel on the SEVEN-G entry page (fictitious data). https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/entrada/index.html#embudo
- **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
- **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

SOURCES AND LINKS

- **Document 00, section 4.3 · The portfolio as a funnel** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#4-3-use-case-level-lifecycle-with-decision-gates
- **Document 04, section 4 · The portfolio as a funnel** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/04_SEVEN-G_Origenes_diferencias_y_por_que_es_abierto.html#4-1-the-idea
- **Document 14 · Portfolio management** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/14_SEVEN-G_Gestion_de_cartera.html
- **Example use case register** https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T01_registro_iniciativas/registro.html
- **The portfolio as a funnel** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/04_SEVEN-G_Origenes_diferencias_y_por_que_es_abierto.html#4-1-the-idea
- **Portfolio management** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/14_SEVEN-G_Gestion_de_cartera.html



Notes

The governance system (component B) answers one question: who decides, who builds and who controls? In each use case there is a sponsor who is accountable for value and authorises the investment; product, technical and operations owners who build and operate; and a risk owner and an AI Auditor who control. Whoever builds does not audit and nobody approves themselves.

In the company there are three bodies: the board sets the thesis, the ambition and the risk appetite, and oversees; the AI Committee manages the portfolio and decides the higher-level gates; the AI Office maintains the inventory and the methodology and consolidates measurement. They can be existing committees with a wider mandate.

Risk is assessed across the company on the same scale: likelihood by impact in a 5 × 5 matrix, standard risks by category (among them generative AI and agents, security and third parties) and acceptance of residual risk by the body that corresponds to its level. A Critical residual risk without board approval blocks the feasibility (G3) and go-live (G5) gates.

The core is fourteen rules, from N-01 to N-14, the same for every company, intensity and scope: complete inventory, registration of every use case, determined intensity, no phase or gate skipped, the feasibility gate (G3) decided separately, segregation of duties, dual validation, security, compliance and human oversight criteria never accepted as a condition, value hypothesis with a stop criterion, classification and risks before design, tested rollback, the board in the direction stage (C2), measurement with rules and managed nonconformities.

Why it matters. The core gives the company a clear and verifiable minimum. Proportionality prevents governance from becoming a heavy procedure for small things.

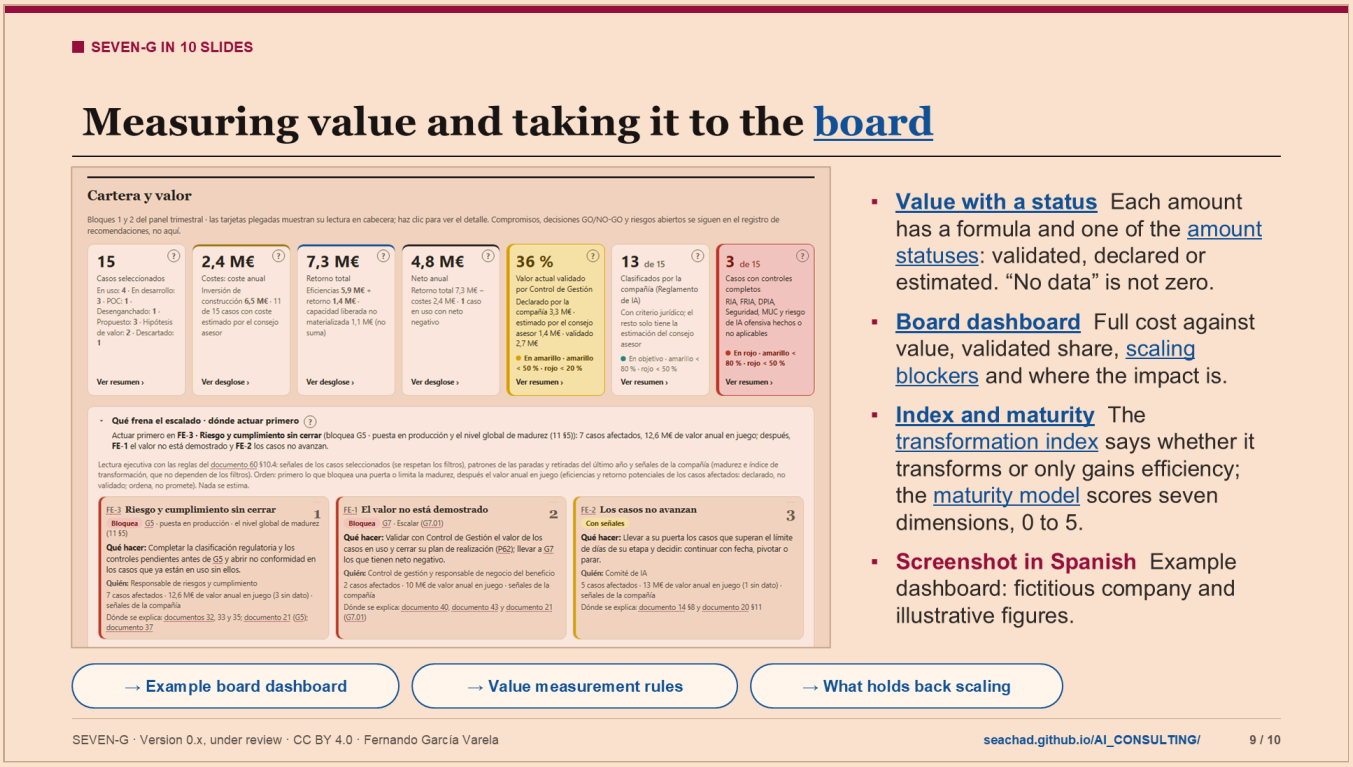
Question for the classroom: which core rule do you think is broken most often in companies today?

TERMS ON THIS SLIDE

- **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
- **AI committee**: A management body that decides the portfolio and the gates at its level, allocates budget and escalates to the board what belongs there. It brings together business, technology, finance and risk, and follows rules of procedure (P38). It matters because it turns scattered decisions into a single portfolio. 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#3-3-ai-committee
- **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
- **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
- **Dual validation**: A rule for every gate: whoever verifies the evidence is not whoever decides, and neither is whoever builds the use case. A criterion marked as mandatory that is not met prevents continuing, whoever decides. It stops a team from approving itself. The link opens the rule in document 01. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/01_SEVEN-G_Metodologia_fundacional.html#7-2-dual-validation

SOURCES AND LINKS

- **Document 30 · Governance model** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/30_SEVEN-G_Modelo_de_gobierno.html
- **Document 33 · AI risk methodology** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/33_SEVEN-G_Metodologia_de_riesgos_de_IA.html
- **Document 94 · Obligation matrix and layered reading** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/94_SEVEN-G_Matriz_de_obligatoriedad_y_lectura_por_capas.html
- **Governance model** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/30_SEVEN-G_Modelo_de_gobierno.html
- **Area: risk and regulation** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/areas/riesgo.html



Notes

The measurement system (component C) has three instruments.

First, value per use case and per portfolio, with ten rules. The most important: every amount has a formula and is incremental against a baseline; every amount has a status (validated by management control or audit, declared by the area or estimated); released capacity does not count as savings until it is materialised or reassigned; efficiencies, return and recurring cost are kept separate; and “no data” is not zero.

Second, the maturity model: seven dimensions (strategy and governance, value and portfolio, data and knowledge, technology and operations, people and adoption, risk, security and compliance, and measurement and evidence), from 0 to 5 and with observable evidence. The technology in use does not raise the score: it sets the minimum governance the company must have.

Third, the transformation index: eight observable signals, such as the composition of value, redesigned processes or AI-enabled revenue. They place the company in a profile: scattered exploration, tactical efficiency, efficiency at scale, transformation under way or declared but unevidenced transformation. The last one is the profile a board most needs to detect.

The board dashboard (T17) is generated from the same use case register, without retyping anything. It shows cost, efficiencies, return and annual net value, the validated share, a reading of what holds back scaling (six brakes, from FE-1 to FE-6) and an impact map by sphere and ambition.

Example. The example dashboard shows a fictitious company with fifteen use cases; all its figures are illustrative. The screenshot is in Spanish.

Why it matters. What is not measured with common rules cannot be compared or audited. With these rules, the board does not accept unvalidated benefits.

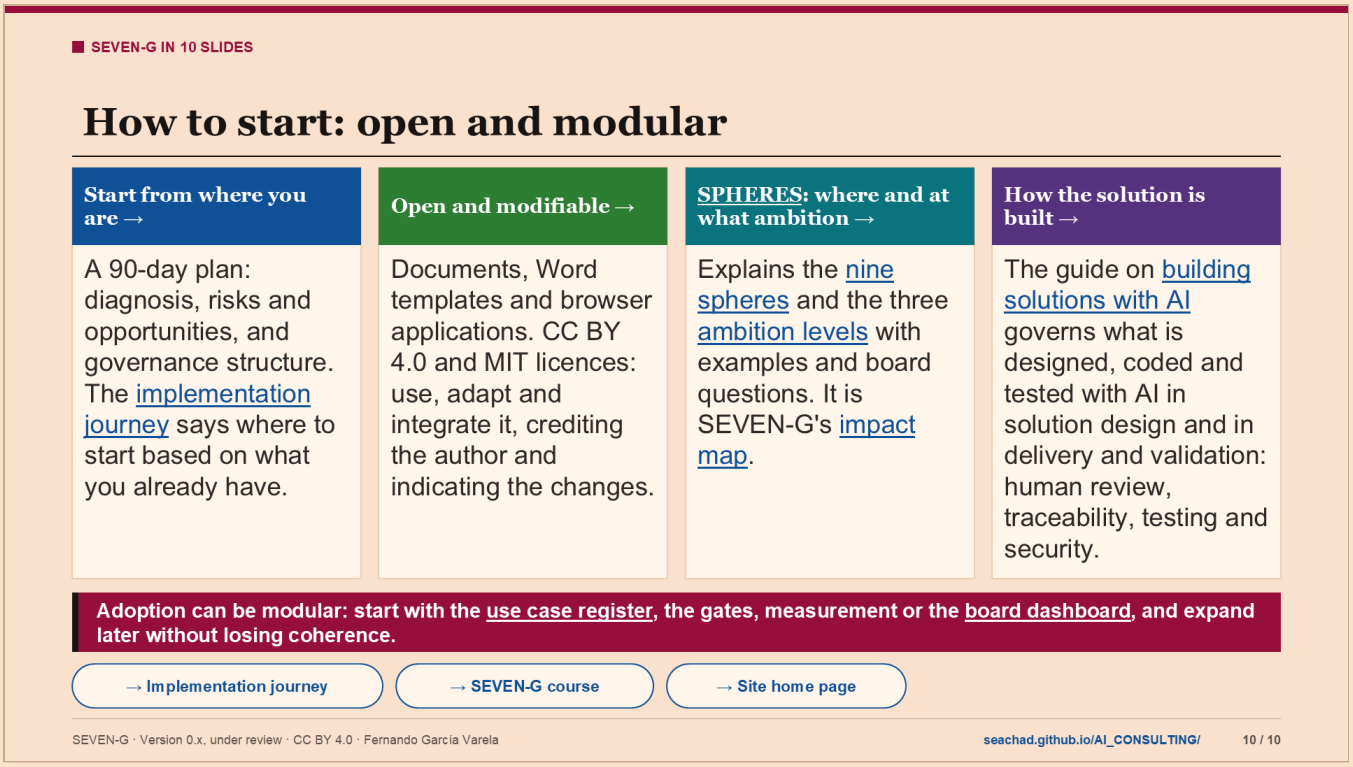
Question for the classroom: what share of the value announced in your organisation is validated?

TERMS ON THIS SLIDE

- **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
- **Amount statuses**: Every value figure carries its status: estimated (a forecast), declared (the business says so) or validated (management control has checked it). Only validated value counts as realised before the board, and «no data» is never zero. So the board knows how much to trust each figure. The link opens the statuses in document 40. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/40_SEVEN-G_Reglas_de_medicion_del_valor.html#amount-statuses
- **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
- **Scaling blockers** (FE-1–FE-6): The six reasons AI does not scale: value not shown, use cases that do not move forward, risk not closed, people who do not adopt it, data and technology not ready, and lack of direction. The board dashboard reads them in the data, ranks them and says where to act first. The link opens the example dashboard; look at the «What holds back scaling» card (fictitious data, interface in Spanish). https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T17_panel_consejo/ejemplo/salida/t01_Dashboard_Casos_Uso_IA_v8.html
- **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
- **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

SOURCES AND LINKS

- **Document 40 · Value measurement rules** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/40_SEVEN-G_Reglas_de_medicion_del_valor.html
- **Document 11 · Maturity model** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/11_SEVEN-G_Modelo_de_madurez.html
- **Document 12 · Transformation index** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/12_SEVEN-G_Indice_de_transformacion.html
- **Document 60, section 10.4 · What holds back scaling** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/60_SEVEN-G_Paquete_para_el_consejo.html#10-4-what-holds-back-scaling-executive-reading-and-where-to-act-first
- **Board dashboard (T17): how it is generated** https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T17_panel_consejo/index.html
- **Value measurement rules** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/00_SEVEN-G_Que_es_y_para_que_sirve.html#value-measurement-rules
- **What holds back scaling** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/60_SEVEN-G_Paquete_para_el_consejo.html#10-4-what-holds-back-scaling-executive-reading-and-where-to-act-first



Notes

SEVEN-G does not require money, but it does require discipline: someone to drive it, an up-to-date use case register and decisions taken with evidence on the table. Without a sponsor in management who takes the decisions and has a real ability to stop, the framework only produces documents.

How to start:

- The implementation guide proposes a 90-day plan: diagnosis in month 1 (C1), a map of risks and opportunities with an owner and economic impact in month 2, and a governance structure with gates, metrics and reporting rhythm in month 3, with the direction (C2) and the portfolio (C3).
- The implementation journey (T23) classifies the company's starting point, for example without AI, with third-party AI or with many pilots, and orders the milestones. The destination is the same for all; the order and the calendar change.
- Adoption can be modular: start only with the register, the gates, measurement or the dashboard.
- The Lite scope allows a medium-sized company to govern AI with its management committee, one part-time person and an external auditor.

Free and open. All the working material is on the site: documents, editable Word templates and applications that run in the browser, with no sign-up and no email. The content is licensed under CC BY 4.0 and the code under the MIT licence. Author: Fernando García Varela.

Relationship with SPHERES and with building. SPHERES is the explanatory layer for the nine spheres and the three ambition levels; SEVEN-G sets the operating rules. Building the solution with AI in phases 4 and 5 is governed by document 53: recorded human review, traceability of what AI generated, testing, security and checked licences, verified at the design gate (G4) and the go-live gate (G5).

Why it matters. Starting from complete material lets the effort go into deciding rather than producing templates.

Question for the classroom: which component would you start with in your organisation, and why?

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
- **SPHERES**: A methodology that explains where AI can create value in a company and with what ambition, through three questions: where do we play?, with what ambition? and what do we ask? It is the explanatory layer of the spheres and ambition levels; the operating rules are in SEVEN-G. It supports conversations with management and the board. The link opens its presentation document. https://seachad.github.io/AI_CONSULTING/SPHERES/html/en/00_SPHERES_Que_es_y_para_que_sirve.html#what-spheres-is
- **The nine spheres** (esferas 01–09): Nine areas where AI acts in a company: four where value is created (01 to 04), three enablers that make it possible (05 to 07), the limits of regulation and ethics (08) and the governance of AI itself (09). Each use case sits in one primary sphere. The link opens the overview in SPHERES. https://seachad.github.io/AI_CONSULTING/SPHERES/html/en/00_SPHERES_Que_es_y_para_que_sirve.html#the-nine-spheres-at-a-glance
- **Ambition levels**: Three levels stating how much a company wants to change with each use case: Optimise (do the same better), Augment (extend what people can do) and Transform (change the business). Each level is decided, funded and measured differently. The link opens the SPHERES document that explains them with examples. https://seachad.github.io/AI_CONSULTING/SPHERES/html/en/01_SPHERES_Niveles_de_ambicion.html
- **Impact map** (T16): Component A of SEVEN-G: where and with what ambition AI acts. It is read as a grid of the portfolio, with the spheres in rows and Optimise, Augment and Transform in columns. Each cell shows use cases, investment, cost and value, and flags the gap against the ambition the board approved. It answers «where is the impact?». In the example board dashboard, look for the «Where the impact is» card (fictitious data, interface in Spanish). https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T17_panel_consejo/ejemplo/salida/t01_Dashboard_Casos_Uso_IA_v8.html
- **Building solutions with AI** (documento 53): What SEVEN-G requires of how a use case's solution is built: testing, code review, evaluation of model behaviour, change control and the evidence handed to the go-live gate. It refers to a separate building methodology. The link opens the document. https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/53_SEVEN-G_Construccion_de_soluciones_con_IA.html
- **Use case register** (T01): It is the central SEVEN-G tool and the single data source for all the others. It records each AI use case like an opportunity in a CRM: phase, status, dates, criteria for each gate, risks, value and stop reason. The AI office and the teams use it; the committee and the board see what comes out of it. The link opens an example register with fictitious use cases; anything you change is stored only in your browser. https://seachad.github.io/AI_CONSULTING/SEVEN-G/herramientas/T01_registro_iniciativas/registro.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

SOURCES AND LINKS

- **Document 90 · Implementation guide** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/90_SEVEN-G_Guia_de_implantacion.html
- **Document 04, section 6 · Why it is open** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/04_SEVEN-G_Origenes_diferencias_y_por_que_es_abierto.html#6-1-the-reason
- **SPHERES · What it is and what it is for** https://seachad.github.io/AI_CONSULTING/SPHERES/html/en/00_SPHERES_Que_es_y_para_que_sirve.html
- **SEVEN-G course** https://seachad.github.io/AI_CONSULTING/SEVEN-G/html/en/curso/M00_SEVEN-G_Curso_Guia_del_curso.html
- **Site home page** https://seachad.github.io/AI_CONSULTING/en/index.html

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