

**78% Use AI Regularly.
Only 33% Have Scaled It.**

The other 45 points is where the money is currently being lost.

AI IMPLEMENTATION PARADOX

Three Data Points. One Structural Gap.

Why adoption without redesign caps return, and what the 5.5% do instead.

- 01 The paradox: 78% adopt, 33% scale, 5% cash in
- 02 What the 5.5% of AI high performers do differently
- 03 Why the failure is architectural: data, agents, governance
- 04 A three-phase roadmap out of the pilot trap

42%

of enterprises now scrap the majority of their AI initiatives.

Up from 17% in 2024. On average, 46% of proof-of-concept projects never reach production at all. — S&P Global Market Intelligence

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THE P&L DISCONNECT

04 / 10

5.0%

of enterprise AI pilots reach sustained revenue or margin impact.

The remaining 95% stall on weak success criteria, fragmented data architectures, and no operational feedback loop. — MIT NANDA

Current models cut task execution time by up to 80%. Without workflow redesign, that time becomes slack, not margin.

Pilot-Phase vs.
AI High Performers

	94.5% · PILOT-PHASE	5.5% · HIGH PERFORMERS
OBJECTIVE	Cost reduction	Revenue growth & redesign

CAPITAL	<10% of digital budget	>20% of digital budget
DEPLOYMENT	Standalone chatbots	Embedded agentic workflows
OWNERSHIP	IT sub-teams	Central C-suite

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WHY PILOTS STALL

07 / 10

60%

of AI initiatives will be abandoned through 2026 over data foundations that were never made AI-ready.

Another 40%+ of agentic deployments fail specifically on integration with legacy core infrastructure. — Gartner

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THE SEQUENCE

08 / 10

Three Phases, Eighteen Months

PHASE 1 · MONTHS 0–3

Audit & portfolio rationalisation

Kill any POC without a quantified hypothesis and a named P&L owner.

PHASE 2 · MONTHS 3–9

Workflow redesign & MLOps

Re-engineer the process end-to-end. Don't overlay AI on the old one.

Enterprise agent scaling & governance

Ownership moves to the C-suite, with named accountability for return.

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THE 2027 THESIS

09 / 10

3.6x

projected capital and labour efficiency deficit by year-end 2027.

Between enterprises that re-architected core workflows around AI and the ones still running pilots on top of unchanged processes.

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ON AI SCALING

10 / 10

Every Quarter Adds to the Re-Platforming Bill.

Redesign the Workflow, Not the Pilot.

The constraint was never the model. It's whether the architecture underneath it changed.



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