

Your AI Budget Isn't the Problem.

Seven government funding instruments already lower the barrier to entry.
The real constraint is execution discipline.

SWIPE →

Three recurring failure patterns

01 Leadership misalignment on outcome metrics

02 The data-sufficiency assumption

03 Under-specified tool deployment

7

Government funding instruments now available to Singapore SMEs.

PSG, EDG, EIS, ECI, NAIIP, SkillsFuture Tool Access, and Micro/Small Enterprise Support — each with a different mechanism, eligibility threshold, and application timeline.

2 Weeks

How long a prototype pilot needs to prove feasibility.

Two-week prototypes preserve momentum and surface integration requirements. The transition to full production follows a six-month schedule with defined governance gates.

400%

That's the qualifying R&D tax deduction under the Enterprise Innovation Scheme, capped at S\$50,000 annually — a tax-efficiency instrument, not an upfront capital subsidy.



The limitation is rarely capability. It is the absence of a framework to convert executive intent into operational outcomes.

THE CENTRAL ARGUMENT

SMEs move faster — if they're governed

5,000-PERSON ENTERPRISE

Long coordination chains

Multi-layer approval

Pilot-to-production drags on

50-PERSON SME

Short decision chains

Lower coordination cost

Governed pilot reaches production faster

Clarity. Capability. Execution.

Leadership sets outcome metrics before tool selection. Training is structured around real problems, not platforms. Two-week prototypes prove feasibility before a six-month, governance-gated path to production.

Do You Have a Go/No-Go Date?

A pilot without a defined success criterion produces an indefinite evaluation, not a decision. No exit date means no governance structure — just a budget line.

Full framework:

terencekok.com/blog/structured-approach-ai-adoption-singapore-smes

The Tools Were Never **the Constraint.**

Grants and compute subsidies already exist. What separates SMEs that convert pilots into returns is leadership alignment, process definition, and governed execution.



Terence Kok · Enterprise AI Strategist

SAVE · COMMENT · FOLLOW