

A C-SUITE FRAMEWORK

The Agentic Enterprise Blueprint

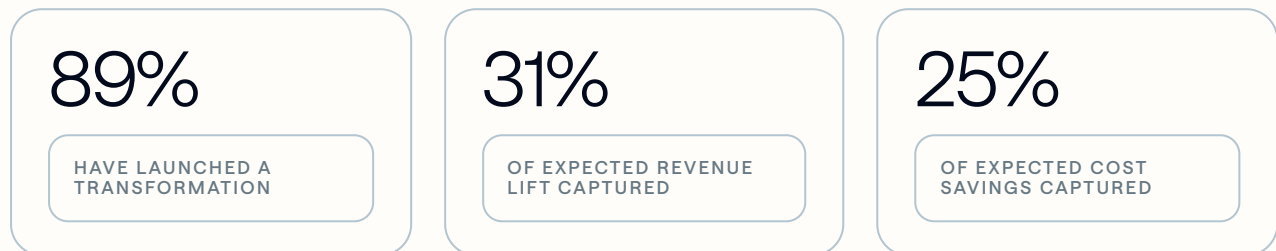
How established companies close the AI execution gap and build a compounding advantage.

PUBLISHED BY	ASI Intelligence
FOR	Chief executives and transformation leaders
FORMAT	Framework and self-assessment
READ TIME	About 15 minutes

EXECUTIVE SUMMARY

Most companies are not short on AI ambition. They are short on execution.

Research by McKinsey and Company found that most large companies have launched a digital or AI transformation, yet on average they capture only a fraction of the value they expected. The gap is rarely the model. It is the organization around the model.



The pattern is consistent. Companies treat AI as a series of projects instead of a capability they build once and reuse. A pilot works in a demo, then stalls on the way to production and adoption. The value never lands.

The companies that win build six capabilities, and they build them together. This blueprint names those capabilities, shows what good looks like in each, names the trap that catches most teams, and gives you one move to start. A self scoring card at the end helps you find your weakest link, because a chain of six is only as strong as its weakest one.

A note on agents

Generative AI and autonomous agents raise the ceiling on what each capability can deliver, and they shorten the time to build. They do not change the rules. An agent that no one trusts or adopts captures nothing, the same as any other solution.

PART ONE

The execution gap

Why good pilots stall

There is no single magic use case. The companies that pull ahead do not have one brilliant model. They run hundreds of technology driven solutions that work together and improve continuously. Amazon did not start as the Amazon we know. It rewired how it operated over years, with proprietary systems built by thousands of cross functional teams. That is the real work. It means getting people to work together and to work differently, and owning the talent, the rhythm, the technology, and the data that produce solutions.

The compounding idea

The unit of value is not the use case. It is the workflow, what we call the domain. An end to end process such as customer onboarding, order to cash, or claims. You do not sprinkle AI across scattered use cases. You rewire one whole workflow until the value shows up in the profit and loss, you capture it, then you reuse the components on the next workflow. Reuse is the engine. The first workflow pays a setup cost. Every workflow after it is faster and cheaper. That is how a transformation compounds instead of plateaus.

What closing the gap is worth

The cost of staying stuck is the advantage your competitors build while you experiment. Closing the gap can be worth a great deal. The example below shows AI working as a substitute for capital.

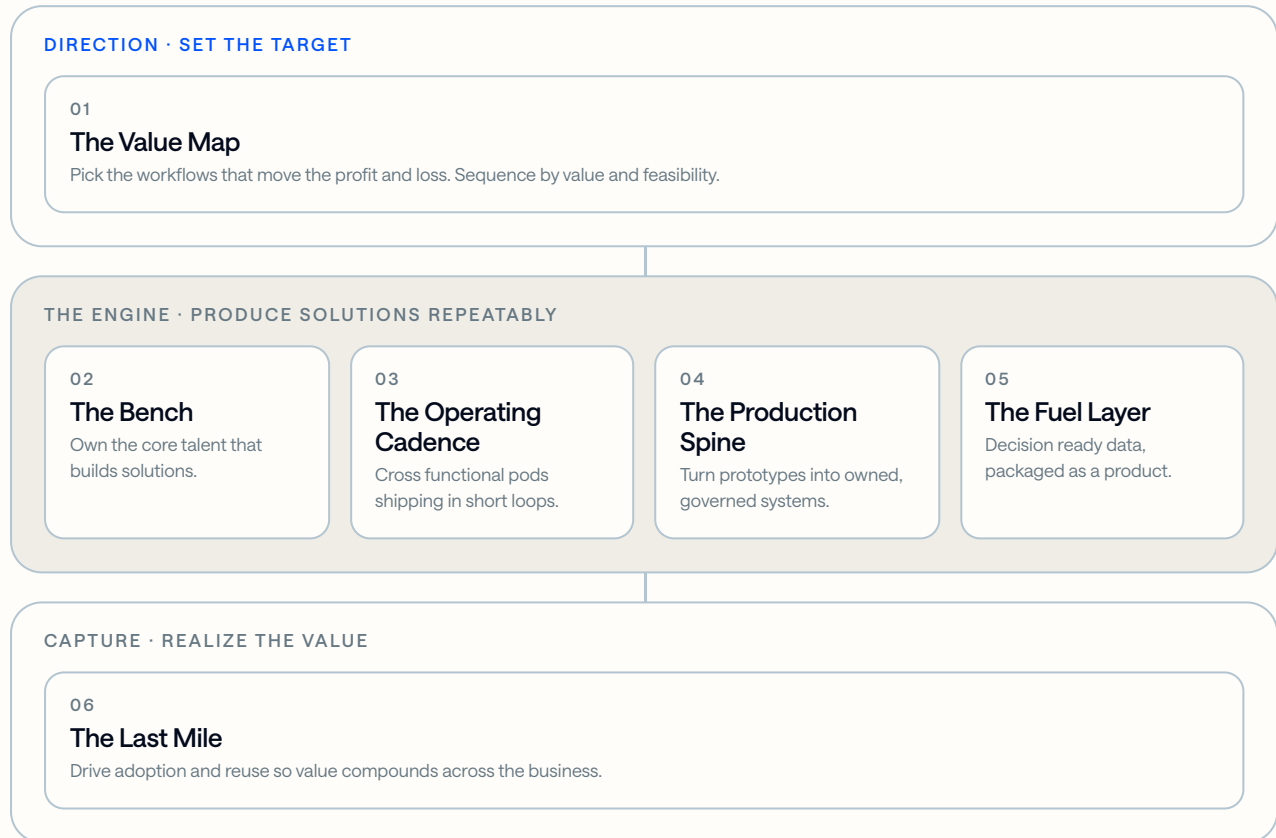
PROOF POINT, CREDITED TO MCKINSEY

A global miner used AI to lift output across its existing plants. The program unlocked production worth roughly 350 to 500 million dollars in annual earnings, the equivalent of a new processing facility, without the roughly 2 billion dollars of capital and 8 to 10 years a new plant would have required. Same assets. Different capabilities.

PART TWO

The six capabilities

A transformation succeeds when six capabilities are present and working together, grouped in three layers. **Direction** sets the target. **The Engine** produces solutions, again and again. **Capture** turns solutions into realized value.



The order matters less than the completeness. Strong direction with a weak engine produces plans that never ship. A strong engine with a weak last mile produces software no one uses. You need all six.

The Value Map

A leadership owned plan that ties the transformation to real money. It answers three questions. Where will value come from, in what order, and who owns the number.

Why it decides the outcome

Most stalled efforts trace back to this stage. The plan is a backlog of interesting use cases with no link to the profit and loss and no executive on the hook. A Value Map replaces the wishlist with a sequence of workflows to rewire, each with a target, a baseline, and a named owner.

What good looks like

- You pick two to five workflows to transform first, not twenty.
- Each is prioritized on value at stake and feasibility, not on who shouted loudest.
- Every workflow has a hard number and an accountable leader whose incentives are tied to it.
- The plan budgets for capabilities, not just solutions, and it is reviewed every quarter.

The trap

Tech first sequencing. Teams build a platform, then go looking for value, and run out of patience before it arrives. Legacy systems get blamed. The real blocker is usually a legacy mindset, not legacy technology.

Your first move

List your top workflows. Score each on value and feasibility. Circle the two or three that are big enough to matter and contained enough to win. That short list is your plan.

PROOF POINT, CREDITED TO MCKINSEY

As much as 80 percent of successful turnarounds in struggling transformations come from re anchoring the work to a few well defined workflows.

The Bench

An in house core of the people who build solutions. Product owners, engineers, data scientists, designers, and the leaders who can direct them.

Why it decides the outcome

You cannot outsource your way to an AI advantage. The teams that win always own the core bench. Owned talent sits next to the business, learns the context, and improves solutions on a fast loop. Rented talent gives you flexibility and rarely a durable edge, because the knowledge leaves when the contractor does.

What good looks like

- A clear split between what you must own and what you can buy. Own what differentiates you.
- A practical target of roughly 70 to 80 percent of core digital talent in house over time.
- Partners used to start fast, then taper out as you build internal muscle.
- Hiring that competes on mission, modern tools, and real autonomy, not only on salary.

The trap

Outsourcing the core indefinitely. The vendor ships, the capability never accrues to you, and every new workflow starts from zero dependence.

Your first move

Write down which two or three capabilities are your differentiators. Decide to build those in house. Use partners for the rest, with a plan to take the core back.

WORTH KNOWING

A strong engineer is widely considered to be worth five to ten times an average one. Capability concentration, not headcount, is what moves output.

The Operating Cadence

How the work is organized so teams ship value continuously. The unit is the pod, a small cross functional team that owns a workflow end to end and is measured on the value it delivers.

Why it decides the outcome

This is how fast your organization turns an idea into a working, adopted solution. Most companies can run a few pods. The hard part, and the place transformations break, is running many of them without the work slowing to a crawl.

What good looks like

- Persistent pods with a clear mission and a measurable outcome, not temporary project teams.
- A simple rhythm. Set objectives. Ship and test with real users every two weeks. Review value every quarter.
- Reusable platforms underneath the pods, so each new solution is cheaper than the last.
- Real authority for the person leading each pod, so decisions do not bottleneck upward.

The trap

Agile theater. The meetings and the vocabulary are present, but the autonomy, the dedicated staffing, and the accountability for outcomes are not. Results do not follow, and people blame the method.

Your first move

Stand up one real pod on your highest value workflow. Give it a number, dedicated people, and the authority to decide. Prove the model on one workflow before you scale it.

PROOF POINT, CREDITED TO MCKINSEY

Across benchmarks of more than a thousand software projects, experienced agile teams delivered roughly 27 percent more productivity and 30 percent fewer schedule slips than teams using other methods.

The Production Spine

The engineering environment that turns a working prototype into an owned, governed, monitored system. Modern architecture, cloud, automated release, security built in, and the discipline to keep AI models healthy in production.

Why it decides the outcome

This is the difference between a slick demo and a system the business can rely on. Most AI value dies in the gap between a model that works on a laptop and a model that runs, scales, and is watched in production. Closing that gap is an engineering capability, not a slide.

What good looks like

- A decoupled architecture where teams build and release independently through clean interfaces.
- Automated build, test, and deployment, so releasing is routine rather than a quarterly event.
- Security and controls built into the pipeline from the start, not bolted on at the end.
- Operations for models, so they are monitored and retrained as the data shifts.

The trap

Treating AI as a science project. Models are built, demoed, then left to drift, with no path to production and no one watching them. The data moves, the model quietly degrades, and trust evaporates.

Your first move

For your first workflow, decide up front how the solution reaches production, who can deploy it, and how you will monitor it. Make production a design requirement, not an afterthought.

WORTH KNOWING

As much as 90 percent of failures in machine learning come not from poor models but from poor productization, the work of getting the model integrated, deployed, and maintained.

The Fuel Layer

Trusted, ready to use data, packaged so any team or system can consume it. The core unit is the data product, a curated set of data with an owner, a quality standard, and a clean interface.

Why it decides the outcome

Data is usually the real bottleneck on AI. As much as 70 percent of the effort in building an AI solution is spent wrangling and harmonizing data. Clarity here is the single biggest lever on speed, accuracy, and risk. Get it right once and every later solution gets faster.

What good looks like

- Reusable data products, such as a single trusted view of a customer, built once and consumed many times.
- Effort focused on the data that matters. Often only 10 to 15 percent of data drives a given use case.
- Governance that makes trusted data easier to use, with named owners accountable for quality.
- Data readiness assessed before a build, not discovered halfway through it.

The trap

Every project re extracts and re cleans the same data, so nothing compounds. Or a heavyweight governance program catalogs everything and ships nothing.

Your first move

Identify the one trusted data view your first workflow needs. Build it as a product with an owner. Make it reusable from day one.

PROOF POINT, CREDITED TO MCKINSEY

A global card issuer ran nearly 200 applications managing customer data. By consolidating into eight reusable customer data products, it saved an estimated 300 million dollars a year and improved compliance.

The Last Mile

The capability that actually captures value. Getting people to use the solution, changing the surrounding process so the solution can work, and reusing it across the rest of the business.

Why it decides the outcome

A technically perfect solution that no one adopts captures nothing. This is the most underinvested capability and the place where most prior AI efforts quietly died. The build is treated as the finish line when it is really the halfway point.

What good looks like

- A rule of thumb. For every dollar you spend building, plan at least another dollar on adoption and scaling.
- Adoption driven on purpose, through leaders who model the change, a clear story, and the right metrics.
- The surrounding process and incentives redesigned, not just a tool dropped onto the old way of working.
- Reusable assets harvested after each workflow, so the next rollout is faster.

The trap

Build it and they will come. With no change management and no process redesign, adoption stays low and the value never lands. Teams then track logins instead of the business result.

Your first move

Before the build is done, name who has to change their daily work for the value to appear, and assign someone accountable for adoption. Fund it like it matters, because it does.

PROOF POINT, CREDITED TO MCKINSEY

One insurer drove a portfolio of more than 15 solutions across more than 2,300 agents and generated over 250 million dollars of top line impact within 24 months, by treating adoption as a discipline.

PART THREE

The maturity scorecard

Score your organization from 1 to 5 on each capability. 1 means lagging. 5 means best in class. Be honest. The point is to find your weakest link, not to feel good.

CAPABILITY	1 · LAGGING	3 · BUILDING	5 · BEST IN CLASS	SCORE
01 The Value Map	Use case wishlist, no owners	A few workflows with targets	Every workflow tied to the P&L and an owner	
02 The Bench	Core fully outsourced	Building in house, partner heavy	Core owned, 70 to 80 percent in house	
03 The Operating Cadence	Projects and handoffs	A few real pods	Many pods shipping on a steady rhythm	
04 The Production Spine	Manual releases, demos only	Automated pipeline emerging	Frequent safe releases, models monitored	
05 The Fuel Layer	Every project re cleans data	First data products live	Reusable data products across teams	
06 The Last Mile	Build it and hope	Adoption planned for key rollouts	Adoption and reuse are funded disciplines	

How to read your score

Your speed is your lowest score, not your average. A 5 and a 1 still adds up to a stall.

Weakest in Direction. Fix the plan before you build anything else.

Weakest in the Engine. You can produce, but slowly and at high cost. Invest there next.

Weakest in the Last Mile. You are likely shipping value you never capture. That is the fastest money to recover.

PART FOUR

Where ASI Intelligence fits

This blueprint is useful on its own. Use it to align your team and to find your weakest link.

When companies want to move faster than an internal build allows, ASI Intelligence builds these capabilities with you and leaves you owning the result. We deploy small forward deployed pods that rewire one workflow end to end, ship a production grade system rather than a demo, and transfer the capability to your team as we go. The promise is owned, governed, measurable systems, not pilots. That is a direct answer to the execution gap this paper describes.

NEXT STEP

If the scorecard surfaced a weak link you want to close, that conversation is where we start. Reach us at asiintelligence.io.

INTELLECTUAL FOUNDATIONS

This blueprint reflects ASI Intelligence's own delivery experience and synthesizes patterns documented widely across the field. We are particularly indebted to the research in McKinsey and Company's *Rewired: The McKinsey Guide to Outcompeting in the Age of Digital and AI* (2023). Statistics attributed to McKinsey throughout are drawn from their published research and are credited as theirs. The framework names, structure, and point of view are ASI Intelligence's own.