

ANOVA CLOUD



AI Discovery Questionnaire

A structured discovery instrument for scoping AI initiatives — business objectives, use cases, data, technology, risk, and operating model.

Discovery questionnaire · Working document

Complete with your AnovaCloud architect during the discovery engagement.

Bring evidence, not opinions — every rating should point to an artifact, owner, or system.

How to use this questionnaire

- Work through this with the people who own the answers — architects, data engineers, security, and business sponsors. One respondent per section rarely knows enough.
- Answer for **today's reality**, not the roadmap. Roadmaps go in the notes, clearly labeled.
- Where a question doesn't apply, mark N/A and say why — a wrong answer is worse than a blank one.
- Your AnovaCloud architect will challenge ratings in the workshop. Evidence wins arguments.

Rate each statement 1–5 where a scale is shown. **1** = not true / absent. **5** = fully true / mature and evidenced. Use the notes lines to cite the artifact, system, or person behind the rating — ratings without evidence are revisited in the workshop.

A Business context & objectives

Establish why AI, why now, and what winning looks like — in business terms first.

A.1 What business outcomes must improve in the next 12 months, and how will you measure them?

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

A.2 There is executive sponsorship with authority to fund and staff an AI initiative through production.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

A.3 You can name 3–5 candidate use cases with an accountable owner for each.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

A.4 The organization has attempted AI/ML before; lessons from those attempts are documented and available.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

A.5 Success criteria and a decision-maker for go / no-go at each phase are defined.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

A.6 Regulatory, brand, or customer-trust constraints on AI use are understood by the sponsor team.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

B Use-case inventory

Capture each candidate use case on its own merits. Copy this block per use case.

B.1 Use case name, owner, and the users who will rely on it daily:

Evidence / notes: _____

B.2 The problem it solves and the cost of the status quo (hours, errors, delays, revenue):

Evidence / notes: _____

B.3 What a correct output looks like — and how you would verify it without trusting the model:

Evidence / notes: _____

B.4 What happens when the system is wrong? (reversible inconvenience vs. irreversible harm)

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

B.5 Data needed to serve this use case exists and is accessible today.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

B.6 This use case can reach production value without waiting on other programs.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

C Data readiness

AI readiness is data readiness. Be brutally honest here.

C.1 Core operational data (customers, orders, products, tickets) is accurate, current, and trusted.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

C.2 Unstructured content (docs, contracts, transcripts, wikis) is findable and reasonably current.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

C.3 Data has named owners accountable for quality and freshness.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

C.4 Access controls exist at the level the use case needs (row/document-level where required).

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

C.5 PII / sensitive data is inventoried and handling rules are documented.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

C.6 Historical data is sufficient to evaluate against (baselines, labeled examples, or golden sets).

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

C.7 Data pipelines have SLAs and monitoring — not tribal knowledge and hope.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

C.8 A data catalog or equivalent makes datasets discoverable without asking around.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

D Technical environment

Where the AI will live and what it can touch.

D.1 Cloud strategy and landing zones are established (or explicitly decided against).

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

D.2 APIs exist (or can be built) for the systems the AI must read from and write to.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

D.3 Identity and SSO cover the users and services involved.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

D.4 MLOps / LLMOps maturity: model, prompt, and data versioning are practiced today.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

D.5 Observability (logging, tracing, alerting) can extend to AI workloads.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

D.6 Security review processes for new AI systems are defined and have been used before.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

D.7 GPU / inference capacity planning has an owner (cloud quotas, budgets, or on-prem).

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

E Risk, compliance & security

Answer with your security and legal stakeholders in the room.

E.1 AI-specific risks (hallucination, prompt injection, data leakage) are understood by stakeholders.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

E.2 Industry regulations affecting AI use (sector-specific, privacy, data residency) are identified.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

E.3 There is a defined process for reviewing training data and model outputs for bias and compliance.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

E.4 Customer / employee data used by AI systems has documented consent and purpose limitations.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

E.5 Incident response plans cover AI failures (wrong answers at scale, not just outages).

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

E.6 Vendor / model contracts address data usage, retention, and IP ownership.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

E.7 A human-oversight model is defined for high-stakes outputs (approve, review, or monitor).

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

F Organization & operating model

Who builds it, who runs it, who adopts it.

F.1 A product owner with real prioritization authority is identified.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

F.2 Engineering capacity (internal or partner) is committed through production, not just a pilot.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

F.3 End users have been involved in shaping the use cases — not just informed after.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

F.4 Change management and training for AI-assisted workflows have an owner.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

F.5 Success will be measured in production (adoption, quality, ROI) with a named reporter.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (1 = not true / absent → 5 = fully true / mature)

Evidence / notes: _____

F.6 There is a funding path beyond the pilot — pilots without production funding are theater.

■ 1 ■ 2 ■ 3 ■ 4 ■ 5 (*1 = not true / absent → 5 = fully true / mature*)

Evidence / notes: _____

Scoring guidance

Average the ratings within each section (ignore N/A), then read the heatmap. The pattern of lows matters more than any single number — clusters of 1s and 2s are program risks.

Dimension	Avg 1.0–2.4	Avg 2.5–3.4	Avg 3.5–5.0
A · Business context	Outcomes unclear — define before building	Direction set — sharpen success criteria	Ready to scope
B · Use cases	No owned, verifiable use cases	Candidates exist — verify & prioritize	Owned, verifiable, sequenced
C · Data readiness	Foundational gaps — data program first	Usable with remediation	Ready to build on
D · Technical environment	Platform gaps block production	Mostly ready — close gaps in parallel	Ready
E · Risk & compliance	Blockers likely — engage legal/security now	Manageable with defined controls	Controlled
F · Organization	No operating model — pilot will stall	Partial — assign owners before build	Ready to operate

Next steps

- Your architect consolidates section averages into a readiness heatmap and a sequenced roadmap: what to fix, what to pilot, what to defer.
- Typical next step: a 2-week **AI Readiness Assessment** producing a prioritized use-case portfolio, architecture options, and a build-vs-buy recommendation.
- Bring this completed questionnaire to your discovery call — it compresses weeks of fact-finding into one working session. anovacloud.com/contact/

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