

A defined workflow moves through a pilot to a decision

Service deliverable: prepared with your team, not a learner exercise

WORKFLOW

First drafts of client proposals

GROUP

A small sales team

LENGTH

A fixed number of weeks, agreed up front

Stages

1. Baseline: time, edits and confidence recorded before the pilot.
2. Testing: the group uses the workflow on real proposals, with weekly check-ins.
3. Evaluation: the same measures, compared with the baseline.
4. Decision: scale, change and re-test, or stop and record why.

This sample shows the structure of a pilot report. Real results depend on your workflow and are reported as measured.

STARTING POINT

One real workflow, measured before anything changes.

WHAT THE SERVICE PROVIDES

We set the baseline, support a small group through testing, compare the results and help you decide.

THE FINISHED OUTPUT CONTAINS

- The baseline and how it was measured
- What was tested, by whom, for how long
- Results compared with the baseline
- A scale, change or stop recommendation

STILL NEEDS HUMAN CHECKING

- Results against the criteria agreed at the start
- The decision by the people accountable for it

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