

The background image shows a bright, modern office space with large windows. Several people are seen in a collaborative setting, some standing and some sitting at tables, engaged in discussion. The lighting is warm and comes from pendant lamps hanging from the ceiling.

AI VALUE ENGINE

AI THAT DELIVERS BUSINESS OUTCOMES

TrellisPoint delivers AI as a disciplined business capability through the **AI Value Engine** — a proven path from readiness to deployment to long-term value. Engage at any stage and walk away with measurable outcomes.



AI VALUE ENGINE

THREE OFFERS. ONE PROVEN PATH.

STAGE ONE

AI READY

Make AI Safe, Grounded, and Worth Deploying

A fixed-scope readiness engagement that helps small and mid-sized organizations determine whether Microsoft AI can actually deliver value before anything is built.

- Validated data, security, and governance readiness
- Prioritized, high-value use cases
- A clear go / no-go recommendation



STAGE TWO

AI PROCESS ACCELERATOR

Deploy AI Into One Real Business Process

A fixed-fee implementation that embeds AI into a single, clearly defined business process to deliver measurable outcomes without sprawl.

- AI live in a real workflow
- Measurable business impact
- A repeatable pattern for future AI expansion



STAGE THREE

AGENT OPS

Sustain, Govern, and Optimize AI Over Time

An ongoing operating model that ensures AI adoption, governance, and value realization don't decay after go-live.

- Sustained adoption and optimization
- Governance without bureaucracy
- Executive visibility into AI value



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STAGE TWO

WHY MOST AI INITIATIVES STALL BEFORE THEY START

THE TECHNOLOGY ISN'T THE PROBLEM

Microsoft AI works. Most organizations just aren't ready for it. Data, governance, and ownership break down first.

AI WITHOUT READINESS CREATES RISK

Security gaps, hallucinations, and loss of trust usually show up after deployment — when they're expensive to fix.

EXECUTIVES NEED A DECISION, NOT A PILOT

Experiments create activity. AI Ready creates a clear go / no-go decision backed by evidence.

STAGE THREE

HOW AI READY WORKS

VALIDATE REALITY

Review data, security, and governance as they actually exist — not as assumed.

PRIORITIZE VALUE

Identify AI use cases tied to real business processes, not demos. Rank them by readiness and impact.

DELIVER A DECISION

Provide a clear recommendation: proceed, pause, or stop — with rationale.

Schedule a short conversation to determine whether AI is ready to deliver value in your organization and what to avoid if it isn't.

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WHY AI DEPLOYMENTS FAIL TO DELIVER BUSINESS IMPACT

TOO MANY PILOTS, NO OUTCOMES

AI gets tested everywhere but operationalized nowhere. Value never materializes.

SCOPE SPRAWL KILLS MOMENTUM

Multiple processes, unclear ownership, and shifting requirements slow everything down.

AI WITHOUT PROCESS DISCIPLINE DOESN'T SCALE

If the process isn't defined, AI only magnifies inconsistency.

STAGE THREE

HOW THE AI PROCESS ACCELERATOR™ WORKS

LOCK THE PROCESS

Scope is fixed to one process. Ownership, inputs, and outcomes are clearly defined.

DEPLOY AI END TO END

Configure, test, train, and deploy AI into production — not a demo environment.

MEASURE WHAT MATTERS

Establish KPIs that tie directly to business outcomes, not usage vanity metrics.

Schedule a conversation to determine whether you're ready to deploy AI into a real business process — and which process will deliver the most value first.

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WHY AI LOSES MOMENTUM AFTER LAUNCH

ADOPTION DROPS AFTER INITIAL EXCITEMENT

Usage spikes early, then fades as guidance and reinforcement disappear.

GOVERNANCE BECOMES A BOTTLENECK

Rules show up late — slowing innovation instead of enabling it.

NO ONE OWNS ONGOING AI VALUE

Once live, AI lacks a clear operating owner. No one is accountable for what happens next.

STAGE THREE

HOW COPILOT OPS™ WORKS

ESTABLISH THE AI OPERATING BASELINE

Define success metrics, governance standards, and ownership.

MONITOR AND OPTIMIZE CONTINUOUSLY

Track usage, value, and friction — and recommend improvements.

EVOLVE AI RESPONSIBLY

Introduce new use cases with guardrails already in place.


Schedule a conversation to determine how Agent Ops can help you sustain adoption, manage risk, and keep AI delivering measurable value over time.

READY TO GET AI RIGHT?

Schedule a conversation to determine where you should start, what to avoid, and how to turn AI into a durable business capability — not an experiment.

 TrellisPoint.com

 Sales@TrellisPoint.com

 (888) 719-0248