MARDINI STRATEGIC ADVISORY GROUP

AI FOR CONTRACTORS

# Contractor AI Readiness Scorecard

## Are Your Workflows Ready for AI, or Are You About to Buy Tools Your Team Cannot Use?

A practical readiness check for contractors and project-based businesses, drawn from AI for Contractors.

**An Innovest International Advisory Practice**
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Version 1.0

# Before you begin

Most organizations do not have an AI adoption problem. They have an AI governance and readiness problem. The tools are available. The vendor's promises are loud. And the window for getting this right the first time is narrowing. Organizations that govern AI poorly in the first cycle embed structural fragility, misaligned workflows, and compounding governance risks that become progressively harder and more expensive to correct.

This scorecard, drawn from AI for Contractors, helps project-based businesses assess where AI may create operating value and where adoption may be premature or poorly governed. Answer twenty-two statements. Identify where your business is ready, where the foundations are missing, and what must be addressed before any investment in tools is made. The goal is not to slow down your AI journey. It is to ensure that when you move, you move on solid ground.

## How to use this scorecard

For each statement, score how true it is for your business right now, from 0 to 5. 0 means not true at all. 5 means completely true. Answer based on how things actually work today, not how you wish they worked. This takes about five minutes. Write your score in the right-hand column, then add a subtotal for each section.

# Section 1: Where You Stand Today

Before looking at any tool, it helps to know exactly where you are right now, and whether you would want help getting from here to the next step.

| No. | Statement | Score (0 to 5) |
|---|---|---|
| 1 | We have already tried using at least one AI tool in our business, even something simple like ChatGPT for writing or an app with AI built in. | |
| 2 | When we have tried AI tools, they made our work easier, not harder or more confusing. (Score 0 if we have not tried yet, or it did not go well.) | |
| 3 | I have a clear idea of where I would start if I decided to bring AI into my business. | |
| 4 | If I decided to move forward with AI, I would rather work with someone experienced who has done this before than try to figure it out entirely on my own. | |
| 5 | I could explain, without help, what a "workflow" means in my own business: the exact steps a job goes through from the first phone call to getting paid. | |
| **Subtotal for this section (maximum 25)** | | |

# Section 2: How Your Jobs Get Tracked

AI cannot fix work that was never tracked clearly to begin with. These questions look at how solid your day-to-day operation actually is today.

| No. | Statement | Score (0 to 5) |
|---|---|---|
| 6 | From the first phone call to getting paid, I could walk someone through every step of how a job moves through my company. | |
| 7 | Our job records, costs, and schedules are written down somewhere reliable, not just remembered or spread across texts and notebooks. | |
| 8 | When something goes wrong on a job, like a delay or rework, we usually know why it happened, not just that it happened. | |
| 9 | I could point to the one part of our operation that wastes the most time or money if someone asked me right now. | |
| **Subtotal for this section (maximum 20)** | | |

# Section 3: Your Tools and Records

Even a good workflow loses value if your systems do not talk to each other or your records are not usable. These questions test what is actually happening behind the scenes.

| No. | Statement | Score (0 to 5) |
|---|---|---|
| 10 | Our estimating, accounting, scheduling, and job tracking do not require the same information to be typed in more than once. | |
| 11 | I can get a clear picture of how a job or the whole business is doing without asking three people or digging through paper. | |
| 12 | Our past job information, costs, schedules, and problems, is organized well enough that we could actually learn from it. | |
| 13 | If I wanted to hand our numbers to someone for analysis, I could get them out cleanly, without hours of cleanup first. | |
| **Subtotal for this section (maximum 20)** | | |

# Section 4: Your People

Any tool is only as good as the people using it. These questions look at whether your team is actually ready to work alongside something new.

| No. | Statement | Score (0 to 5) |
|---|---|---|
| 14 | My team is comfortable using new tools and would not push back hard against something new if it actually made their job easier. | |
| 15 | Someone on my team already knows enough about at least one AI tool to help teach the others. | |
| 16 | If a new tool flagged something for my team to double-check, they would trust it enough to actually check it. | |
| 17 | I have a way to explain to my crew why we are trying something new, not just tell them to use it. | |
| **Subtotal for this section (maximum 20)** | | |

# Section 5: Picking Tools and Watching the Money

The difference between a good AI decision and an expensive mistake usually comes down to what happens before you buy anything. These questions test that discipline.

| No. | Statement | Score (0 to 5) |
|---|---|---|
| 18 | I know exactly what problem I am trying to solve before I start looking at any tool, vendor, or advisor. | |
| 19 | Before I buy any AI tool, I know what “it worked” would actually look like, and how I would measure it. | |
| 20 | I know who in my company would be responsible for deciding if a tool is working, or if we should stop using it. | |
| 21 | If a salesperson promised me a tool would save time or money, I would know how to check whether that was actually true for my business. | |
| 22 | If I had to choose between two or three AI tools right now, I would feel confident making that decision on my own, without needing outside help. | |
| **Subtotal for this section (maximum 25)** | | |

# Scoring

Add your five section subtotals. The maximum possible score is 110.

| Section | Your subtotal | Maximum |
|---|---|---|
| **Where You Stand Today** | | 25 |
| **How Your Jobs Get Tracked** | | 20 |
| **Your Tools and Records** | | 20 |
| **Your People** | | 20 |
| **Picking Tools and Watching the Money** | | 25 |
| **Total score** | | **110** |

## What your total means

| Total score | Result | What it means |
|---|---|---|
| **0 to 33** | **Not ready yet** | Get the basics in place first, your records and your workflow, before spending money on any AI tool. |
| **34 to 60** | **Building the foundation** | You are putting the right pieces in place, but you are not ready to buy tools yet. |
| **61 to 88** | **Ready to try** | Pick one or two clear problems, try a tool against them, and measure whether it actually helped. |
| **89 to 110** | **Ready to grow** | You have real room to expand what AI does in your business, with the right oversight in place. |

## Where your result points

Compare each section subtotal to its maximum. The section furthest below its maximum is the first place to look. Then read across the table.

| If your result shows | Consider |
|---|---|
| **Not ready yet or building the foundation** | The AI Readiness and Transformation Workshop, to build shared understanding and a foundation plan before any tool spending. |
| **Ready to try, and a specific tool or vendor is already under discussion** | The AI Governance, Transformation, and Operating Value Review. |
| **Ready to grow** | The AI Governance, Transformation, and Operating Value Review, with a governance framework and use-case roadmap. |
| **Section 2 (job tracking) or Section 3 (tools and records) is your lowest, and other business problems seem present too** | The Strategic Business Triage™ Diagnostic, since the AI question may be one symptom of a broader operating issue. |

NEXT STEP

# Request a Diagnostic Conversation

If your scorecard shows foundations worth strengthening, or a tool decision you would rather not make alone, the next step is a structured conversation about where you stand. No obligation and no sales pressure.

To begin, visit **MardiniAdvisory.com** and select Request a Diagnostic Conversation.

To discuss AI governance for your organization, request an AI Governance Review at MardiniAdvisory.com.

To bring your leadership team to a shared starting point, ask about the AI Readiness and Transformation Workshop.

Assessment is where we start. Execution is where we finish.

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