INDUSTRY · DECISION TOOL

84% see AI value. Only *1 in 5* scales it.

Five gates a steering committee should apply before funding the next rollout.

Five gates before a pilot scales

1

1. Owner

A line manager, not IT, owns the KPI and signs the target.

2

2. Baseline

KPI measured before the pilot. Data quality blocks 30% of firms.

3

3. Shadow run

Run beside the live process first. 79% fear operational disruption.

4

4. Full cost

Integration and support priced in. Cost blocks 43% of firms.

5

5. Adoption

Training and compliance check done. Change resistance blocks 35%.

Source: Deloitte, AI in Manufacturing 2026 (30 Jun 2026, 140+ manufacturers); Cardan-AI method.

Committee checklist: score each gate yes or no

- [x] Named owner with a KPI target
- [x] Pre-pilot baseline on file
- [x] Shadow run with no line disruption
- [x] Full cost to scale, not pilot cost
- [x] Training plan for the teams affected
- [x] Compliance reviewed with legal
- [x] Two or more sites can reuse it

Source: Deloitte, AI in Manufacturing 2026 (30 Jun 2026, 140+ manufacturers); Cardan-AI method.

Fewer pilots. More *scaled* results.

- Apply the five gates to your current pilots
- Stop or fix any that fail two gates
- Fund only those that pass

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Source: Deloitte, AI in Manufacturing 2026 (30 Jun 2026, 140+ manufacturers); Cardan-AI method.