OUTSELL PLAYBOOK

OUTSELL JOURNAL - DECISION WORKSHEET

SAP AI context: an architecture readiness map for buyer promises

QUESTION

How should a SAP transformation team prove that an AI use case has the data, process, policy and governance context needed to survive production and migration?

GUIDE TAKEAWAY

A credible AI promise needs an architecture path from source data to accountable action. Test every use case across five context layers and label gaps before marketing, sales or transformation teams present it as production-ready.

START HERE

Define one bounded AI promise.

YOUR SITUATION

Account or cohort

Decision to make

Starting state and exclusions

Evidence sources, dates, and limitations

Unknowns to validate

WORK THROUGH THE GUIDE

1. Define one bounded AI promise

Evidence or input

Output or decision

Owner and review point

2. Map data sources and business meaning

Evidence or input

Output or decision

Owner and review point

3. Bind identities, permissions and monitoring

Evidence or input

Output or decision

Owner and review point

4. Anchor decisions in process and policy

Evidence or input

Output or decision

Owner and review point

5. Test exceptions, migration and evidence expiry

Evidence or input

Output or decision

Owner and review point

COMPARE THE OPTIONS

Product inventory

Useful when: Discovery and ownership need visibility

Limitation: Presence does not prove safe operation

Suggested action: Use as the control starting point

Why this fits our situation

Evidence needed before acting

Prototype demonstration

Useful when: A workflow is being explored

Limitation: Happy-path fluency hides dependencies

Suggested action: Label scope and unavailable controls

Why this fits our situation

Evidence needed before acting

Context readiness map

Useful when: Production claims need reproducible evidence

Limitation: Requires cross-functional ownership

Suggested action: Score all five layers and gaps

Why this fits our situation

Evidence needed before acting

Production approval

Useful when: Tests, controls and accountability are complete

Limitation: Evidence decays as systems and rules change

Suggested action: Set expiry, monitoring and reassessment

Why this fits our situation

Evidence needed before acting

COMMIT TO A BOUNDED NEXT STEP

Chosen action

Responsible owner

Required approval

Success measure and definition

Review date

Continue, revise, or stop criteria

Guide: https://outselll.com/blogs/sap-ai-context-architecture-readiness-map/

Publisher and evidence policy: https://outselll.com/editorial-policy/