

LM-THE AI-READINESS SYSTEM AUDIT: ENGINEER YOUR FOUNDATION BEFORE YOU SCALE

This audit is designed for founders and executives who are looking to implement AI and automation. Before you integrate advanced technology, you must ensure your Business Engineering can support the increased velocity.

SECTION 1: STRUCTURAL INTEGRITY

Does every core revenue-generating process have a documented, step-by-step Standard Operating Procedure (SOP) that a new hire could execute without your intervention?

- FULLY DOCUMENTED
- PARTIALLY DOCUMENTED
- LIVES IN THE FOUNDER'S HEAD

Expert Insight: AI requires Structured Input. If your process relies on vibes or undocumented intuition, automation will fail or produce erratic results.

SECTION 2: DATA ARCHITECTURE



Is your Single Source of Truth (CRM or ERP) actually accurate and updated in real-time by your team?

- YES, CLEAN DATA
- SOMEWHAT, NEEDS CLEANUP
- NO, DATA IS SCATTERED ACROSS SHEETS/INBOXES

Expert Insight: AI is only as smart as the data it consumes. Fragmented data leads to Automated Hallucinations and strategic errors.

SECTION 3: INTERCONNECTIVITY (THE MIDDLEWARE GAP)

Do your primary tech tools (Sales, Ops, Finance) communicate via API or middleware (Zapier/Make), or is data moved manually?

- ___ FULLY INTEGRATED
- ___ SOME MANUAL TRANSFERS
- ___ ENTIRELY MANUAL / SILOED

Expert Insight: Manual data entry is a friction point that kills AI efficiency. True Bizness Engineering requires a seamless tech stack where data flows without human fetching.

SECTION 4: OPERATIONAL VELOCITY



If you doubled your current lead volume tomorrow, where is the exact point the system would break first?

- ___ SALES CAPACITY
- ___ SERVICE DELIVERY / FULFILLMENT
- ___ ADMIN / BILLING

Expert Insight: AI will expose your weakest link instantly. Engineering for scale means reinforcing these bottlenecks before the engine starts spinning at AI speeds.

SCORING YOUR READINESS:

- Mostly Fully / Yes: You are ready for AI-Accelerated Growth.
- Mostly Partially / Needs Cleanup: Your foundation is fragile. AI will likely increase your Tech Debt rather than solving it.
- Mostly Manual / Founder's Head: STOP. You are currently in Chaos mode. Implementing AI now will accelerate a systemic breakdown.

NEXT STEPS:

Building a business that runs without you requires more than just software. It requires engineering.

Book your Engineered Growth Strategy Session with WOWSuccessTeam. We specialize in turning Bi-cycle Systems into high-performance revenue engines.

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