Wallai

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The AI Opportunity Audit: find where AI *pays* in your business.

This is the same impact-vs-effort framework I use inside the paid AI Opportunity Assessment. It works on paper: **list the leaks, score them, and fund the top-left square first.**

STEP 01 List where the time leaks.

Repeatable, manual work: re-typing, re-looking-up, chasing, formatting, reporting.

WORKFLOW THAT EATS THE WEEK	WHO DOES IT	HRS/WK	IMPACT 1-5	EFFORT 1-5
e.g. re-typing quote details from email into the ERP	*inside sales*	*6*		

STEP 02 Score each one, honestly.

Impact = dollars, not vibes.

1 an annoyance nobody would miss · 3 real hours back every week · 5 a needle-mover: revenue found, a hire avoided, a bottleneck gone.

Effort = how hard to ship.

1 the data's already clean and a tool exists · 3 some wiring and clean-up · 5 months of plumbing across systems that don't talk.

STEP 03 Place your top three on the map.

Highest impact-to-effort ratio wins.

impact ↑

Start here. High impact, low effort. This is your 14-day first build.	**Schedule it.** Worth it, but big. Plan it after the first win pays.
Batch later. Easy but small. Sweep these up in an afternoon.	**Skip.** Hard and low-value. Let a competitor waste the year on it.

effort →

y: impact 5→1 · x: effort 1→5

A REAL RUN OF THIS EXACT SHEET

A six-department engineering firm listed **20+** *time leaks. Scored on this grid, one document automation landed top-left — worth an estimated* **$15-40K a month***. That became the build.*

this example is a real engagement · nothing invented

Filled it in? Bring it to your free 15-minute call and I'll pressure-test your top pick, *live*.

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scan to book