

# The Discovery Phase: the first step toward a successful AI project

Why a discovery phase is a win-win strategy for you and your vendor?

A Discovery Phase is a demo of your future collaboration with the vendor. It lasts up to four weeks and is estimated to take up to 10% of the total project time.

At this stage, you get:

- ▶ Clear deliverables: software requirements, timelines, and resource needs.
- ▶ Possible challenges and risk calculation.
- ▶ A cost-effective way to assess the vendor's approach and expertise.
- ▶ Confidence that your vision aligns with the vendor's mindset.






## Here's what you can expect from the Discovery Phase:

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| <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Direct access to top AI consultants<br/>On-demand expert advice on any questions regarding product features, an audit of your data, and potentially new points of growth for your business.</li> <li><input checked="" type="checkbox"/> Accurate cost estimation<br/>Savings by addressing requirements upfront and avoiding costly adjustments later.</li> <li><input checked="" type="checkbox"/> Software requirements specification<br/>Accurate SRS-based estimation of the planned project in terms of costs, hours, and risks.</li> <li><input checked="" type="checkbox"/> Tech stack and infrastructure<br/>A tailored plan for the right technology, solution architecture, and internal infrastructure to ensure smooth implementation from day one.</li> <li><input checked="" type="checkbox"/> ROI calculation<br/>Analyzing the anticipated return with the vendor and understanding the long-term financial value of the project.</li> </ul> | <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Lower implementation-related risks<br/>The earlier potential problems are identified, the more sustainable the project will be.</li> <li><input checked="" type="checkbox"/> Structuring a high-performance team<br/>Get consultations on team composition, specialist levels, etc., and right-fit staff augmentation if necessary to meet technical needs effectively.</li> <li><input checked="" type="checkbox"/> Demo version of work on the project<br/>Ensure a confident start by evaluating the vendor's approach and performance before committing to future project implementation.</li> <li><input checked="" type="checkbox"/> Preparation for funding or budgeting<br/>A solid foundation to help you raise capital for the project or justify the budget needed for the initiative in-house.</li> <li><input checked="" type="checkbox"/> Help with competitive analysis<br/>Receive insights into market positioning and define your competitive strengths to guide your AI strategy.</li> </ul> |
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## Why does the Discovery Phase matter for vendors, too?

1. It helps the vendor get on the same page with you from the start, making sure all are set on goals and expectations.
2. With a strong setup, the project is up for success right out of the gate.
3. The vendor gets to know your exact needs to design a tailor-made solution.
4. Starting together builds a lasting, trust-filled partnership.
5. Practice shows that when things go well from scratch, it often leads to more interesting projects later on.

## As a result of the Discovery Phase, you get:

 <p><b>Artifact 1:</b> Comprehensive data audit</p> <p>Comprehensive data audit, assessing quality, quantity, and collection processes, with actionable recommendations for preparing data for your AI solution.</p>	 <p><b>Artifact 2:</b> Detailed solution roadmap</p> <p>Comprehensive data audit, assessing quality, quantity, and collection processes, with actionable recommendations for preparing data for your AI solution.</p>	 <p><b>Artifact 3:</b> Project cost estimation</p> <p>Comprehensive data audit, assessing quality, quantity, and collection processes, with actionable recommendations for preparing data for your AI solution.</p>
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- 40+ successful partnerships
- 60+ projects

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