

This 5-point checklist will help you assess your organization's readiness to scale Gen AI execution.

1. Do You Have an AI-Ready Data Foundation?

- Are your data sources unified across CRM, ERP, IoT, and third-party systems?
- Is there a single source of truth for enterprise data, or are teams working with conflicting datasets?
- Can your pipelines ingest and process real-time data streams for use in cases like dynamic pricing or fraud detection?
- Are you investing in the correct Snowflake Consulting and Implementation Services to allow data scientists to reuse preprocessed data efficiently?

How does Snowflake solve the AI readiness for your data?

- Consolidates structured, semi-structured, and unstructured data with no ETL complexity.
- Snowflake Streaming enables millisecond-level data ingestion for real-time personalization or demand forecasting.
- Dynamic masking and row-level access policies ensure HIPAA, GDPR, and SOC 2 compliance.

2. Is Your AI Strategy Secure and Compliant?

- Do you have clear data lineage and audit trails for every dataset feeding your Gen AI models?
- Are you enforcing role-based access control (RBAC) to prevent unauthorized data exposure?
- Have you implemented bias detection and explainability frameworks to meet ethical AI standards?
- Can you trace and explain every AI-driven decision if regulators or customers demand accountability?

How do Snowflake and AWS address governance?

- Fine-grained access controls, data masking, and automated lineage tracking.
- Amazon Clarify provides bias reports, feature importance, and interpretability for dashboards.
- Both platforms maintain detailed logs, ensuring transparency for regulators.

3. Do You Have a Repeatable Framework?

- Do you have a clear phased roadmap—from POC to production?
- Are data science and business teams aligned on priorities and timelines?
- Have you invested in MLOps pipelines for continuous training, testing, and deployment?
- Can you scale from 5 pilots to 50 production use cases without breaking infrastructure?

The Snowflake & AWS Execution Model

- Unified data ingestion, feature store creation, and governance for AI-ready pipelines.
- SageMaker for fine-tuning, distributed training, and real-time deployment.
- Prioritize ROI-heavy use cases (e.g., churn reduction, personalization).
- A/B testing and impact tracking dashboards ensure business alignment.

4. Can You Tie Gen AI to Real ROI?

- Have you defined clear, measurable KPIs for each Gen AI use case?
- Are you tracking financial metrics (revenue uplift, cost optimization), not just model accuracy?
- Can you present board-ready dashboards showing Snowflake & AWS, Gen AI ROI's impact on customer lifetime value, market share, or operational efficiency?

- Are KPIs reviewed and updated as business goals evolve?

How do Snowflake and AWS enable ROI visibility?

- Unified analytics to track downstream business impact of model outputs.
- Compare performance of AI-driven processes against control groups.
- CXOs can link every model decision to specific financial or operational outcomes.

If you can't prove ROI, Gen AI will remain a buzzword.

5. Are Your People & Processes Ready?

- Are business leaders, data scientists, and IT teams collaborating on shared Gen AI goals?
- Have you trained business users to trust and adopt AI recommendations?
- Is there a clear governance body or AI Center of Excellence (CoE) to guide prioritization and ethics?
- Have you created change champions across departments to accelerate adoption?

What key steps should you consider as a CXO to make your people & processes AI ready?

- Create a central team to manage governance, execution, and scaling.
- Invest in AI literacy programs for business and technical teams.
- Share quick success stories internally to build momentum.
- Align performance metrics and rewards with AI adoption goals.