

# Your Generative AI Transformation is Already Obsolete

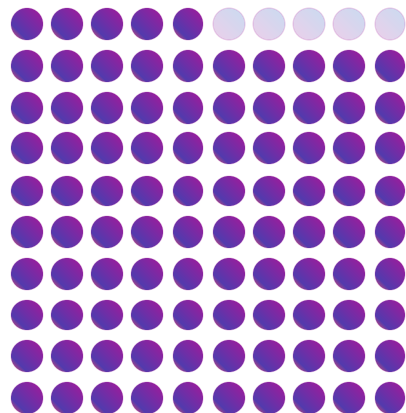
## How Enterprises Cut Time-to-Value by 90%

- ▶ This guide is for **Leaders of corporate operational and back-office departments** (supply chain, procurement, engineering, tender/bid and legal) looking to partner with technology providers to ensure the business is availing itself of generative AI. The article is a quick guide to help them select the right partner and show them the value that their teams should demand given the game-changing nature of generative AI tools.

Estimated reading time: 3 minutes.



# The reality of Generative AI projects today



95%

of Generative AI projects fail to deliver

Everywhere we look, someone is promising a new world with Generative Artificial Intelligence (Gen AI). But the path to value is littered with failed projects.

**MIT Reports that as much as 95% of Gen AI projects at companies are failing.** You've heard the pitch: a long, expensive pilot program with vague promises of "transformation" down the road.

The question isn't whether to adopt Gen AI; it's how to avoid becoming another failure statistic.

The answer: **Speed beats strategy in Gen AI.**

# Stop accepting these failed promises

## The 6-Months Pilot Trap

✗ You're told, "**We need a 6-month pilot to prove the value**".

✓ Demand **immediate, quantifiable results** within a **four-week pilot**. You need to see a return on your time and investment, now.

## The Vague Benefits Trap

✗ You hear abstract benefits like "**improved efficiency**" and "**better risk mitigation**".

✓ **Define concrete, measurable outcomes** before the pilot even starts. What does "efficiency" mean to you? Is it reducing contract review time from 5 hours to fifteen minutes? Is it creating complex Scope of Work (SoWs) in hours instead of weeks? **Agree on the numbers that matter to your team.**

1

Demand immediate, quantifiable results within a 4-week pilot.

2

Define concrete, measurable outcomes before the pilot starts.

3

Agree on the numbers that matter to your team.

# Speed beats strategy in Generative AI

If a partner can't deliver tangible value in **one month**, they won't deliver it in six.

# And the numbers prove it

**The MIT Report quantified the success vs failure metrics and key takeaways**

Department Lead Build  
With Specialist AI Vendor



**7 of 10**

67% of Generative AI projects succeed

VS

Internal Centralized Build  
With General LLM



**2 of 10**

22% of Generative AI projects succeed

**3x**

Higher Success  
Probability

Choosing a specialised AI  
vendor who deploys  
their solution, makes you  
3x more likely to succeed

**5x**

More Successful  
Deployments

For every 10 AI projects,  
vendor partnerships  
yield 5 times more  
successful deployments

# Who drives Success?

## Line Managers, not centralized teams

### 1 Empower Line Managers

Success correlates with line managers driving adoption, not centralised AI labs making top-down decisions.



### 2 Choose a Sector Specific Vendor

Vendors must know your sector and your pain points. Without this, the impact will be abstract, not specific (see slide 3).



### 3 Make sure their technology integrates your workflows

Tools must integrate the team's existing workflows and adapt over time; not be a one-off implementation that gathers dust.



## And the kicker...

Happier staff and  
NO job losses.



# The biggest winners?

**Back-office automations, not marketing or sales**

Cutting external agency or outsourcing costs



Increasing effectiveness and impact of existing staff



Saving time and money through streamlining operations





## The winning strategy

*“Pick one pain point,  
execute well,  
and partner smartly with  
companies that use their tools”*

*Aditya Challapally, lead author of the MIT Report*

# Customer Success Stories

## From drowning in paperwork to driving value

How the **Contracting team** eliminated weekend work and reclaimed strategic focus

From Weeks to Minutes:  
Transforming **Scope of Work** Creation

How the **Engineering team** transformed technical evaluations from weeks of uncertainty to hours of confidence

How the **Legal team** empowered the business to self-serve without sacrificing quality

How the **Tender team** uses Contract.Space to analyze bid responses in hours, not weeks, and make confident go/no-go decisions faster

Bridging the **Knowledge Gap**:  
How organizations transform junior staff into high performers with AI-embedded expertise

## Your Next Step

Stop settling for vague promises and endless timelines.

It's time to demand a partner who will prove their value from day one.

By the end of tomorrow, send us 3 of your most common and time-consuming uses cases.

**Our Promise:** We will record a custom demo showing you exactly how we can solve each specific pain **within 3 days.**



request a demo