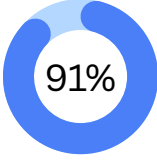
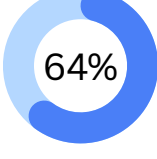
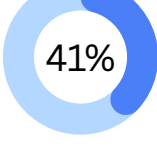
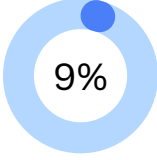
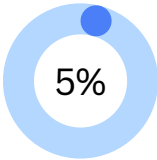


AI Value Levers

7 Example Levers of How Companies Create Value with AI

Framework adopted and modified from *The AI Value Levers: How Innovation-Focused Strategies Outperform—for Firms and Workers* by David Schatsky

Lever	% of Use Case	What It Means
 Labor Intensity	 91%	Reduced the amount of human effort required to complete work. Example: A routine inquiry that used to require a person is now resolved by AI.
 Speed	 64%	Accelerates cycle times and time to value. Example: A multi-week approval process is completed in days.
 Quality	 41%	Improve accuracy, consistency, and reliability of work and outcomes. Example: Fewer mistakes appear in a document after AI assists with review.
 Scalability	 36%	Enables output and impact to scale without a linear increase in resources. Example: A team handles twice the workload without adding headcount.
 Capabilities	 36%	Expands what is possible, enabling new products, services, or ways of working. Example: A company launches a feature or offering that did not exist before.
 Decisions	 9%	Enhances the quality, speed, and confidence of decision-making. Example: A team makes a major decision after AI helps synthesize far more data.
 Risk	 5%	Reduces exposure/improves the ability to anticipate, manage, & respond to risk. Example: AI flags a fraudulent transaction before it causes financial loss..

List your own AI use cases below and mark which lever, or levers, each one supports.

Use Case	 Labor Intensity	 Speed	 Quality	 Scalability	 Capabilities	 Decisions	 Risk