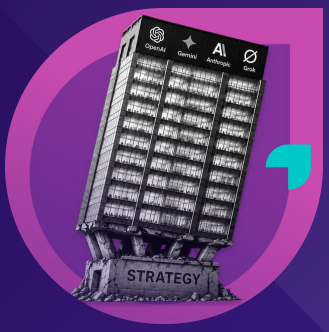
nine twothree

DECISION MAP · WORKSHEET

Before you buy AI for your factory, decide what you won't fund

A worksheet to get every workflow on your list to a decision in one leadership meeting.



THE FOUR DECISIONS

A workflow on your list

Does a product you own or can buy already do it?
- no → **Is the process itself the problem?**
- yes → **Buy**

A product does it

Your problem is standard, and the product's terms work for you.

Is the process itself the problem?
- no → **Is the data reachable and the value worth it?**
- yes → **Simplify**

Fix the process

A changed form or one clear owner solves it. Automating a broken process makes it break faster.

Is the data reachable and the value worth it?
- no → **Wait**
- yes → **Build**

Not yet, with a date

Write down what would change your mind.

It depends on your shop

It runs often, involves SyteLine, and you can measure what it costs today.

HOW TO SCORE A WORKFLOW

QUESTION	SCORE	WHAT IT TELLS YOU
How often does it run?	1 (yearly) to 5 (daily)	Daily work pays back faster than quarterly work.
How many people touch it?	1 to 5	More people means more time saved, and more need for permissions.
Can you measure what it costs today?	Yes or no	If not, measure it for two weeks before deciding.
Does it have a right answer?	Yes or no	If not, keep a person deciding and give them better information.

Two rules for an AI budget

1. An AI budget should allow a no.
2. Ask every vendor to show one decision they tested on real data.

Four common workflows, scored our way

Examples to show the method, not results from a specific shop.

WORKFLOW	RUNS	PEOPLE	COST KNOWN	RIGHT ANSWER	DATA REACHABLE	PRODUCT OWNS IT	DECISION AND WHY
EXAMPLE Quoting from past jobs	4	3	Yes	Partly	Yes	No	**Build**, as drafts a person prices. The estimator's rules are the value, and they aren't written down yet.
EXAMPLE Month-end finance reporting	1	2	Yes	Yes	Yes	Often	**Buy**. SyteLine's financial reporting or your BI tool often covers it.
EXAMPLE Inventory and substitution questions	5	3	Yes	Yes	Partly	No	**Build**, after mapping where approved substitutions live, which is often email.
EXAMPLE Finding work instructions	5	5	No	Yes	No	Partly	**Simplify** first. Put controlled documents in one place, then measure the hunt for two weeks.

Your workflows

WORKFLOW	RUNS	PEOPLE	COST KNOWN	RIGHT ANSWER	DATA REACHABLE	PRODUCT OWNS IT	DECISION AND WHY

Want help scoring yours?

Book a Shop Walk at ninetwothree.co. We'll score one workflow with you, and tell you if the answer is buy.

→ Book a Shop Walk

Infor and SyteLine are trademarks of Infor. NineTwoThree is an independent company and is not affiliated with or endorsed by Infor. Copyright © 2026 923 Digital, LLC.