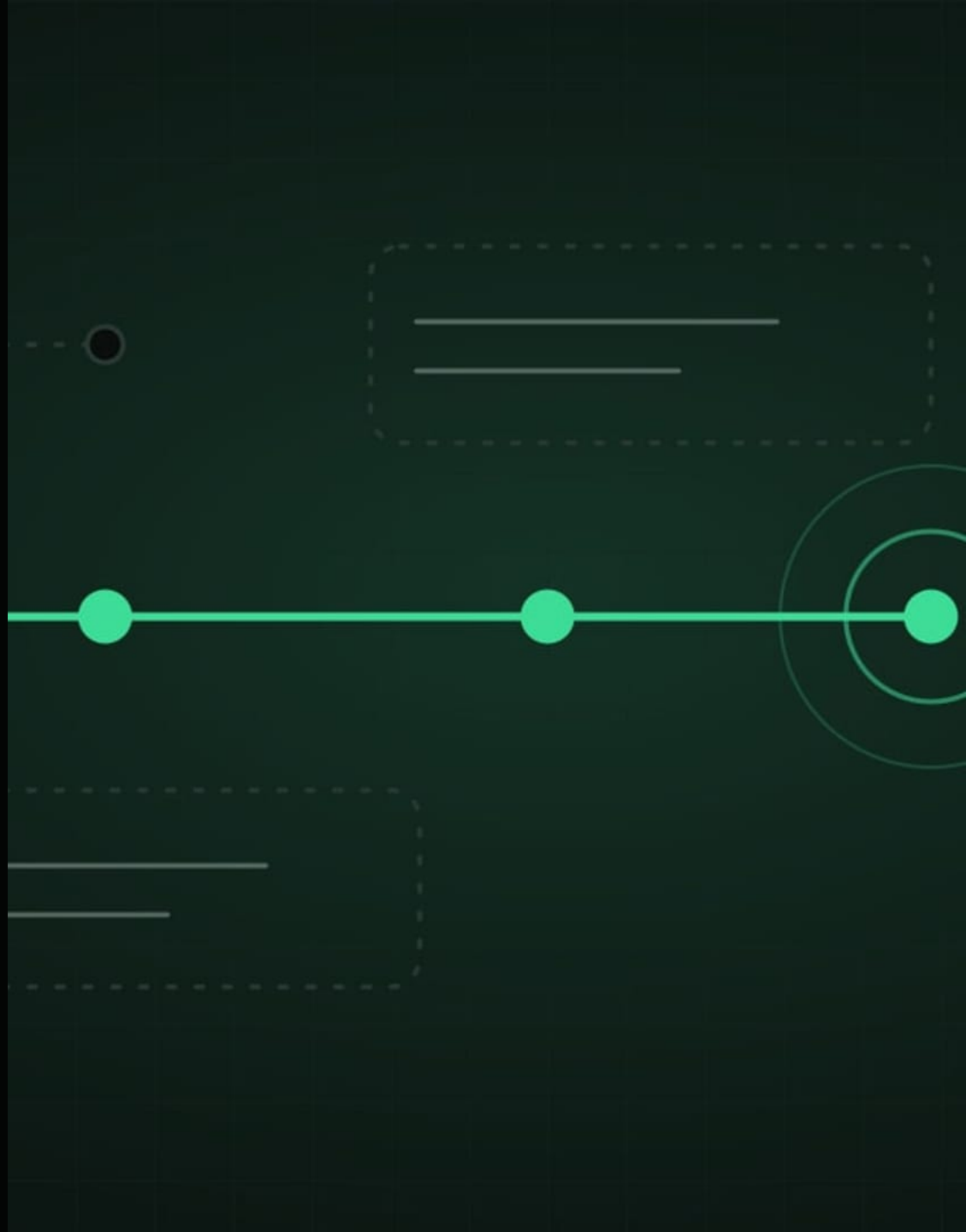
Sebdel

AI Diagnostic and Roadmap

Before you spend on AI, decide where it's worth it.



Service overview · English (US)

Version 1, November 2026

Who it's for

Owners and general managers

Feeling pressure to adopt AI, and who would rather decide with real information than buy one more tool.

Teams with scattered experiments

Already using a few tools but unable to turn them into a shared way of working.

Anyone holding several proposals

Who needs their own yardstick to compare them without relying on the vendor.

When it makes sense

You're under pressure to adopt AI, you have several ideas on the table and no clear way to choose.

The underlying problem

Without an order of priorities, money goes to licenses and pilots nobody keeps using.

What changes

You leave with a written decision on what to do first, what to expect and what to leave alone for now.

This is what we aim for. It isn't a guarantee: it also depends on the decisions made along the way.

What's included

- ✓ Context session
- ✓ Review of up to three processes
- ✓ Opportunity, dependency and risk map
- ✓ Roadmap with a first scope
- ✓ Handover session

What you get

Context session

A conversation with the decision makers about the business, its constraints and what worries you.

Review of up to three processes

How each one runs today, who is involved, what data it uses and where time gets lost.

Opportunity map

What AI can improve, what just needs better organization and what is better left alone.

Dependencies and risks

Access, data quality, privacy and the decisions that should stay with a person.

Priorities and roadmap

A suggested order and a first scope written clearly enough to be quoted or built.

How it works

1

Listen

Context session, and we pick the processes to examine.

2

Review

I go through each process with the person who runs it every day.

3

Weigh

I compare value, effort and risk against your actual constraints.

4

Hand over

I walk you through the roadmap and we work through your questions.

An example

What it could look like

Illustration: not a real client

Illustrative example, not a client. A distributor wants AI for sales, collections and its warehouse. On review, collections has clean data and a clear pain, while the warehouse first needs reliable inventory. The roadmap starts with collections.

Who does what



My part

I lead the session, review the processes and write the conclusions.



The team

If a specific technical opinion is needed, I check with Daleki Lab and tell you what came back.

Time and participation

Duration

It depends on how many people we need to talk to. The delivery date goes in the proposal.

The limit

Up to three processes. If there are more, we rank them first and choose.

How it differs from Daleki Lab

Lab runs in-depth technical audits of systems and data. This is a shorter business decision, led by me.

What I need from you

- → Someone with authority to decide
- → Access to the people running each process
- → Real or anonymized examples of how the work gets done

Investment

How it's set

I quote based on the number of processes and people involved. You get the fee and its terms in writing before we start.

Not included

- ✕ Building or configuring tools
- ✕ Technical systems audit
- ✕ Legal or tax advice
- ✕ Support after the handover

Common questions

Do I have to implement with you afterward?

No. The roadmap is yours and written so any team can use it. If you want to continue with me or with Daleki Lab, that's a separate conversation.

How much of my team's time does it take?

The context session with the decision makers, plus some time with each person running the chosen processes. The exact calendar goes in the proposal.

How is this different from a technical audit?

A technical audit goes deep into architecture, security and data, and Daleki Lab handles that. This answers a different question: what to do first, and why.

Next step

Tell me what's been on your mind.

Write to me about what your company does and which processes concern you. The message is ready for you to fill in.

WhatsApp
+593 99 785 4652

Email
onesebdel@gmail.com

More detail
onesebdel.com/en/services/diagnostic