

EVIDENCE SHEETS D1 TO D11

One sheet per chapter artefact. Each one feeds a section of the Enterprise AI Solution Canvas.

From **Practical AI for Product Owners and Business Analysts** by Madhusudhan Konda · practicalaiforall.com
Free to copy and adapt for your own work.

SHORTLISTED-USE-CASE RECORD AND FOUR LENSES SCORE

Record why a candidate made the shortlist, how it scored on the four lenses and what must be true before it moves on.

Initiative	Owner	Version / date
------------	-------	----------------

FIELD	YOUR ENTRY AND EVIDENCE	LABEL
Candidate One sentence: the pain, the user and the ambition level (advisory, augmentation or automation).		Fact · Decision · Assumption · Gap · Request
Lens 1 - Value (1-5) Is the pain worth solving? Would anyone senior notice if it worked?		Fact · Decision · Assumption · Gap · Request
Lens 2 - Feasibility (1-5) Does the core task match what the technology is good at?		Fact · Decision · Assumption · Gap · Request
Lens 3 - Data readiness (1-5) Can someone name the documents or data, and does anyone own them?		Fact · Decision · Assumption · Gap · Request
Lens 4 - Risk (1-5) What is the blast radius of a wrong output, and can it get through governance?		Fact · Decision · Assumption · Gap · Request
Evidence so far What you have observed, and what still needs a baseline.		Fact · Decision · Assumption · Gap · Request
Why shortlisted The short reason this candidate beat the others.		Fact · Decision · Assumption · Gap · Request
Gate before pilot What must be approved, fixed or named before the next stage.		Fact · Decision · Assumption · Gap · Request
Canvas handoff Which Canvas entries this record now supports.		Fact · Decision · Assumption · Gap · Request
Parked candidates One line each: why parked and what would unpark it.		Fact · Decision · Assumption · Gap · Request

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.

ONE-PAGE OPPORTUNITY CASE

Give decision-makers enough to judge whether the opportunity is credible and whether the next evidence step is worth funding.

Initiative	Owner	Version / date
------------	-------	----------------

FIELD	YOUR ENTRY AND EVIDENCE	LABEL
Problem and user Who is affected, what happens today and what it costs them.		Fact · Decision · Assumption · Gap · Request
Evidence and baseline Sample, period, volumes, handling time and the limits of the data.		Fact · Decision · Assumption · Gap · Request
Proposed intervention What the product will do, and what it will not do.		Fact · Decision · Assumption · Gap · Request
Value hypothesis For [user], if [change], then [measurable outcome] will improve because [mechanism].		Fact · Decision · Assumption · Gap · Request
Measures and guardrails Workflow outcomes, product behaviour, quality and safety.		Fact · Decision · Assumption · Gap · Request
Alternatives considered Including non-AI options and keeping the current process.		Fact · Decision · Assumption · Gap · Request
Main assumptions What must be true, and where each will be tested.		Fact · Decision · Assumption · Gap · Request
Full cost drivers Content, engineering, integration, evaluation, review, adoption, support. Use ranges.		Fact · Decision · Assumption · Gap · Request
Next decision requested The small, specific step you are asking to fund now, and what happens if conditions are not met.		Fact · Decision · Assumption · Gap · Request

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.



USE CASE FRAME

Put the connected use case decisions on one page so they can be challenged in one conversation.

Initiative	Owner	Version / date
FIELD	YOUR ENTRY AND EVIDENCE	LABEL
Use case name		Fact · Decision · Assumption · Gap · Request
User and trigger		Fact · Decision · Assumption · Gap · Request
Desired outcome		Fact · Decision · Assumption · Gap · Request
Current pain		Fact · Decision · Assumption · Gap · Request
Intervention point		Fact · Decision · Assumption · Gap · Request
Approved evidence		Fact · Decision · Assumption · Gap · Request
AI output		Fact · Decision · Assumption · Gap · Request
Decision owner		Fact · Decision · Assumption · Gap · Request
Action boundary		Fact · Decision · Assumption · Gap · Request
Human review		Fact · Decision · Assumption · Gap · Request
Exceptions and prohibited paths		Fact · Decision · Assumption · Gap · Request
Measures		Fact · Decision · Assumption · Gap · Request

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.

DISCOVERY EVIDENCE PACK

Show the riskiest assumptions, how they were tested, what changed and which decision is requested.

Initiative	Owner	Version / date
FIELD	YOUR ENTRY AND EVIDENCE	LABEL
Decision sought What investment, scope or evidence gate should be approved next?		Fact · Decision · Assumption · Gap · Request
Current frame The latest user, workflow, evidence boundary, output, decision and non-goals.		Fact · Decision · Assumption · Gap · Request
Riskiest assumptions The high-importance, high-uncertainty claims tested first.		Fact · Decision · Assumption · Gap · Request
Evidence and method Cases observed, artefacts inspected, interviews, data, prototypes and limitations.		Fact · Decision · Assumption · Gap · Request
Representative set Routine, ambiguous, exception, conflict, no-evidence and prohibited examples.		Fact · Decision · Assumption · Gap · Request
Prototype findings What users did, what the technology did and the main failure patterns.		Fact · Decision · Assumption · Gap · Request
Changed use case Fields revised because of evidence, with the reason recorded.		Fact · Decision · Assumption · Gap · Request
Unresolved gaps Important uncertainty that remains and where it should be handled next.		Fact · Decision · Assumption · Gap · Request
Recommendation Proceed, revise or stop, including the next decision and success conditions.		Fact · Decision · Assumption · Gap · Request

Representative example set (Section 5.5)

EXAMPLE TYPE	ATLAS EXAMPLE	EXPECTED TREATMENT
--------------	---------------	--------------------

Routine

Ambiguous

Exception

Conflicting sources

No approved evidence

Prohibited or sensitive

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.



AI-READY REQUIREMENTS SHEET

Bring the product contract into one place, aligned to one use case, before stories are written.

Initiative	Owner	Version / date
FIELD	YOUR ENTRY AND EVIDENCE	LABEL
User, trigger and scope		Fact · Decision · Assumption · Gap · Request
Inputs and context		Fact · Decision · Assumption · Gap · Request
Approved sources and access		Fact · Decision · Assumption · Gap · Request
Output and evidence		Fact · Decision · Assumption · Gap · Request
Deterministic controls		Fact · Decision · Assumption · Gap · Request
AI quality expectations		Fact · Decision · Assumption · Gap · Request
Uncertainty and conflict		Fact · Decision · Assumption · Gap · Request
Refusal and escalation		Fact · Decision · Assumption · Gap · Request
Human review		Fact · Decision · Assumption · Gap · Request
Operational and fallback		Fact · Decision · Assumption · Gap · Request
Logging, audit and retention		Fact · Decision · Assumption · Gap · Request
Acceptance approach		Fact · Decision · Assumption · Gap · Request

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.



DATA AND KNOWLEDGE READINESS ASSESSMENT

Show which collections support the use case, which gaps affect behaviour and what must happen before the next gate.

Initiative	Owner	Version / date
FIELD	YOUR ENTRY AND EVIDENCE	LABEL
Use case dependency		Fact · Decision · Assumption · Gap · Request
Approved collections		Fact · Decision · Assumption · Gap · Request
Authority and owners		Fact · Decision · Assumption · Gap · Request
Content quality		Fact · Decision · Assumption · Gap · Request
Eligibility metadata		Fact · Decision · Assumption · Gap · Request
Extraction and structure		Fact · Decision · Assumption · Gap · Request
Permissions and privacy		Fact · Decision · Assumption · Gap · Request
Freshness and change		Fact · Decision · Assumption · Gap · Request
Dependencies		Fact · Decision · Assumption · Gap · Request
Experiment evidence		Fact · Decision · Assumption · Gap · Request
Material gaps and treatments		Fact · Decision · Assumption · Gap · Request
Readiness decision		Fact · Decision · Assumption · Gap · Request

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.



SOLUTION PATTERN DECISION RECORD

Record why the chosen pattern fits and which tempting capabilities are deliberately excluded.

Initiative	Owner	Version / date
FIELD	YOUR ENTRY AND EVIDENCE	LABEL
User and job		Fact · Decision · Assumption · Gap · Request
Selected pattern		Fact · Decision · Assumption · Gap · Request
Why this pattern		Fact · Decision · Assumption · Gap · Request
Sources and retrieval		Fact · Decision · Assumption · Gap · Request
Generation task		Fact · Decision · Assumption · Gap · Request
Context and memory		Fact · Decision · Assumption · Gap · Request
Tools		Fact · Decision · Assumption · Gap · Request
Action authority		Fact · Decision · Assumption · Gap · Request
Human role		Fact · Decision · Assumption · Gap · Request
Controls and fallback		Fact · Decision · Assumption · Gap · Request
Observability and evaluation		Fact · Decision · Assumption · Gap · Request
Excluded scope and next gate		Fact · Decision · Assumption · Gap · Request

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.

AI RISK AND CONTROL REGISTER

Connect each credible failure to its consequence, controls, owners, evidence and a decision. One row per failure.

Initiative	Owner	Version / date
FIELD	YOUR ENTRY AND EVIDENCE	LABEL
Product boundary		Fact · Decision · Assumption · Gap · Request
Credible failure		Fact · Decision · Assumption · Gap · Request
Affected stakeholders		Fact · Decision · Assumption · Gap · Request
Consequence and blast radius		Fact · Decision · Assumption · Gap · Request
Likelihood evidence		Fact · Decision · Assumption · Gap · Request
Preventive controls		Fact · Decision · Assumption · Gap · Request
Detective controls		Fact · Decision · Assumption · Gap · Request
Correction and recovery		Fact · Decision · Assumption · Gap · Request
Human authority and escalation		Fact · Decision · Assumption · Gap · Request
Control owners		Fact · Decision · Assumption · Gap · Request
Evidence of effectiveness		Fact · Decision · Assumption · Gap · Request
Residual-risk decision		Fact · Decision · Assumption · Gap · Request

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.

DELIVERY RESPONSIBILITY VIEW

Connect each material decision or behaviour to accountable owners, evidence, approval, operation and change.

Initiative	Owner	Version / date
FIELD	YOUR ENTRY AND EVIDENCE	LABEL
Decision or product behaviour		Fact · Decision · Assumption · Gap · Request
Accountable decision owner		Fact · Decision · Assumption · Gap · Request
Required contributors		Fact · Decision · Assumption · Gap · Request
Evidence required		Fact · Decision · Assumption · Gap · Request
Delivery artefact or system location		Fact · Decision · Assumption · Gap · Request
Approval point		Fact · Decision · Assumption · Gap · Request
Operational owner		Fact · Decision · Assumption · Gap · Request
Incident or escalation owner		Fact · Decision · Assumption · Gap · Request
Change authority		Fact · Decision · Assumption · Gap · Request
Open dependency		Fact · Decision · Assumption · Gap · Request

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.



EVALUATION PLAN

Connect each material behaviour or failure to cases, a measure, a threshold, an owner and a gate.

Initiative	Owner	Version / date
FIELD	YOUR ENTRY AND EVIDENCE	LABEL
Product behaviour or failure mode		Fact · Decision · Assumption · Gap · Request
Evaluation layer		Fact · Decision · Assumption · Gap · Request
Representative case set		Fact · Decision · Assumption · Gap · Request
Reference evidence or expected treatment		Fact · Decision · Assumption · Gap · Request
Measure and method		Fact · Decision · Assumption · Gap · Request
Threshold or decision rule		Fact · Decision · Assumption · Gap · Request
Dataset or case-set owner		Fact · Decision · Assumption · Gap · Request
Evaluator or reviewer		Fact · Decision · Assumption · Gap · Request
Version and configuration under test		Fact · Decision · Assumption · Gap · Request
Result and failure pattern		Fact · Decision · Assumption · Gap · Request
Monitoring signal		Fact · Decision · Assumption · Gap · Request
Gate, corrective action or stop decision		Fact · Decision · Assumption · Gap · Request

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.



30-60-90 DAY VALIDATION ROADMAP

Sequence preparation, supervised use and bounded operation, each ending in a gate and a decision route.

Initiative	Owner	Version / date
HORIZON	SCOPE, CAPABILITY AND EVIDENCE	OWNERS, GATE AND DEFERRAL
Days 1 to 30		
Stabilise scope and prove hard controls before real users.		
Days 31 to 60		
Supervised use: task, review, service and adoption evidence.		
Days 61 to 90		
Bounded operation, source-change and recovery tests, then the decision.		
Deferred capabilities		
What stays out, and what would bring it in.		

Label every entry as a fact, an evidence-backed decision, an assumption, a gap or a request. When a later stage changes this sheet, keep the old version and note why it changed.