AI Spend Diagnostic: printable questionnaire

Use this sheet to think through your answers. Take the live self assessment at archenexai.com/ai-spend-diagnostic/ to get your score.

Part 1: Visibility

Do you know what you are spending, and why?

1. Do you know your total annual AI spend, including licences, cloud, consultants and internal staff?

- ☐ No real idea
- ☐ A rough guess
- ☐ We know most of it
- ☐ Yes, a full itemised view

2. Can you list every AI tool the business pays for, and who owns each one?

- ☐ No
- ☐ Only some of them
- ☐ Most of them
- ☐ Yes, a central list with named owners

3. Is each AI investment tied to a specific business problem or decision?

- ☐ Mostly bought because "we need AI"
- ☐ Loosely, with general goals
- ☐ Most are tied to a problem
- ☐ Every item is tied to a named decision and owner

Part 2: Value

Can you prove what the spend has returned?

4. Before each AI investment, did you record a baseline: the cost, time or error rate before the change?

- ☐ Never
- ☐ Occasionally
- ☐ For most investments
- ☐ Always, agreed with finance

5. How do you measure the results of AI today?

- ☐ We do not measure them
- ☐ By usage, such as logins or queries
- ☐ By operational measures, such as hours or errors
- ☐ By savings or revenue that finance has validated

6. Have you ever stopped, changed or scaled an AI investment based on its measured results?

- ☐ Never reviewed
- ☐ Discussed but no action
- ☐ Sometimes
- ☐ Yes, through regular go or no go reviews

Part 3: Adoption

Are people actually using what you paid for?

7. Roughly what share of paid AI licences or seats are actively used each month?

- ☐ We do not know
- ☐ Less than 40%
- ☐ 40% to 75%
- ☐ More than 75%

8. Do the people who own the business decisions use the AI outputs in their daily work?

- ☐ Rarely
- ☐ A few enthusiasts do
- ☐ Most teams do
- ☐ Yes, it is built into daily workflows

9. How many AI pilots or proofs of concept have made it into live, everyday use?

- ☐ None
- ☐ A few; most are stuck
- ☐ About half
- ☐ Most of them

Part 4: Foundations

Is the groundwork in place for AI to pay back?

10. How much do teams trust the data that feeds your AI tools?

- ☐ Constant arguments about the numbers
- ☐ Trusted in some areas only
- ☐ Mostly trusted
- ☐ One trusted source, with clear data owners

11. Before buying a new AI tool, do you check whether your ERP or existing software already does the job?

- ☐ No, and there is likely overlap
- ☐ Rarely
- ☐ Sometimes
- ☐ Always, before every purchase

12. Who is accountable for the value that AI delivers?

- ☐ Nobody in particular
- ☐ The IT team only
- ☐ Shared informally
- ☐ A named business owner with targets

Spend Check Score: scored 0 to 100 from your answers. Email answers to sneh@archenexai.com for a full review.