

FABRIC Framework — One-Page Overview

The operating system AI investment runs on

A six-component framework that turns AI curiosity into measurable business outcomes — Foundation, Architecture, Boundaries, Roles, Implementation, Continuous.

Mission: Turning AI curiosity into AI capability



Buying tools isn't a strategy

Most AI programs fail because companies buy tools and call it a strategy. They end up with:

- Pilots that never reach production
- Shadow AI creating compliance risk
- No clear ownership or governance
- Spending increases while ROI remains elusive
- Teams that can't scale beyond the first win

Under 10%

Nearly 40% of companies measuring AI cost savings land below 10%, despite targeting 11–20%.

Source: Bain, 2026

The FABRIC Operating System

Six components that must work together — programs that skip steps typically deliver zero value.

F Foundation

Map where AI creates business value

- Shadow workflows to find friction points
- Audit shadow AI usage and risk
- Build business case with ROI projections

Delivery: Prioritized opportunity map, sanctioned tool list

A Architecture

Design the platform AI solutions run on

- Platform selection: build vs. buy vs. partner
- Technical standards and integration patterns
- Reference architectures for common use cases

Delivery: Platform design, technical standards, reference patterns

B Boundaries

Establish guardrails that enable speed

- Risk-tiered governance gates
- Compliance mapping and shadow AI governance
- Guardrails as code, not committee approvals

Delivery: Governance framework, risk tiers, compliance playbook

R Roles

Define who owns what and build capability

- 4-quadrant ownership: build, manage, govern, enable
- AI Center of Excellence charter and staffing
- Champion network across departments

Delivery: RACI matrix, CoE charter, champion network

I Implementation

Ship production solutions that deliver outcomes

- Co-develop with your team, not just for them
- Start with highest-value, lowest-dependency work
- Deploy to production with real users

Delivery: Working AI system, documented for repeatability

C Continuous

Measure, optimize, and scale

- Baseline metrics before deployment
- FinOps and cost attribution by use case
- Monthly + quarterly business reviews

Delivery: Executive results report, FinOps dashboard

What We Do — and Don't

Vendor-neutral, capability-first, production-or-nothing.



What we do

- **Install operating systems** — the structure AI tools run on
- **Co-build first wins** — working alongside your team
- **Transfer capability** — your team ships the next win alone
- **Measure P&L outcomes** — time, cost, capacity, revenue
- **Enable self-sufficiency** — playbooks and training for scale



What we don't do

- **Run chatbot farms** — we don't become your AI department
- **Endless pilots** — we ship to production or don't start
- **Vendor dependency** — capability, not maintenance contracts
- **Generic consulting** — we do the actual work with your teams
- **Vanity metrics** — we measure what hits the P&L

• Failure modes we prevent

Buying tools without an operating system → FABRIC provides the structure

Pilots that never scale → we ship to production or don't start

Shadow AI creating risk → we make it visible and governable

No clear ownership → Roles component assigns accountability

Measuring activity, not outcomes → Continuous tracks P&L impact

Consultant dependency → Implementation includes capability transfer

Delivery Models

Fixed-scope engagements with clear deliverables. You own the playbook — we don't own you.

AI Opportunity Sprint

\$15K

2–3 weeks · Foundation complete

Cost map, workflow analysis, opportunity roadmap.

Outcome: Prioritized list of AI initiatives with ROI projections

First AI Win

\$45K

~8 weeks · Foundation + Implementation complete

Ship one solution to production.

Outcome: Working AI system, measurable results, documentation for repeatability

AI Operating System

\$95K

12–16 weeks · Full FABRIC implementation

2–3 solutions, plus governance and training.

Outcome: Self-sufficient team that ships the next win independently

Fractional AI Advisor

\$5K/mo

Ongoing · Continuous support

Architecture reviews, prioritization, vendor decisions.

Outcome: On-call guidance without a full-time hire

Timeline & Success Metrics

A 90-day core, phased so value compounds instead of stalling in planning.

1

Weeks 1–3 • Foundation + Architecture

- Shadow workflows and audit AI usage
- Map opportunities, score by impact
- Design platform and standards

2

Weeks 4–10 • Boundaries + Roles + Implementation

- Establish governance framework
- Charter CoE and assign ownership
- Co-build and deploy first solution

3

Weeks 11–16 • Implementation + Continuous

- Measure actual outcomes
- Train team on operations
- Document playbook, set FinOps cadence

Foundation

Thesis statement, prioritized opportunities, leadership alignment

Architecture

Platform selected, standards defined, first integration pattern proven

Boundaries

Governance gates live, shadow AI visible, risk tiers established

Roles

CoE chartered, ownership clear, champions identified

Implement.

Production system live, users trained, workflows redesigned

Continuous

Baseline established, outcomes measured, iteration plan active

Who This Is For

Target organizations

Primary

Small to mid-market companies (15–100+ employees)

Stage

Past "polish my email" — ready to embed AI into operations

Budget

\$50K–\$150K for the first 90 days

Commitment

Executive sponsor, team access, willingness to change workflows

Start here

First step

30-minute conversation to assess fit

Timeline

Can start engagement within 2 weeks

Location

Remote-first, on-site when valuable

• Differentiation

vs. AI consultancies

We install capability, not dependency. We co-build with your team, not just advise from conference rooms.

vs. pilot programs

We ship to production in weeks, not months. Measured outcomes, not PowerPoint decks.

vs. tool vendors

We're vendor-neutral. FABRIC works with your existing tools — ChatGPT, Claude, Gemini, Copilot, and more.

vs. long-term contracts

Fixed-scope engagements with clear deliverables. You own the playbook, we don't own you.

How We Think About This

- 1 **All components required** — FABRIC only works when all six are in place.
- 2 **Start narrow, then scale** — one production win beats ten pilots.
- 3 **Capability transfer** — success means your team ships the next one alone.
- 4 **P&L outcomes** — we measure what matters to the business.
- 5 **Phased delivery** — a 90-day core, not endless planning.
- 6 **Production first** — if it's not in production, it's not done.
- 7 **Workflow redesign** — AI should change how work is done, not just automate broken processes.

Why "FABRIC"? Like fabric, it's the woven structure that holds everything together. Individual threads — tools, people, processes — need to be woven into a cohesive system to create strength.

FABRIC is the operating system AI tools run on. Without it, you have disconnected experiments. With it, you have sustainable capability.

• Let's talk

Ready to turn AI curiosity into AI capability?

Start with a 30-minute conversation to assess fit.

Engagements can begin within two weeks.

Contact

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