EOS2
INVESTED IN YOUR SUCCESS

Am I Ready?

What AI readiness actually means in manufacturing, and where your operation stands today.

Where This Guide Takes You

Five factors. One score.
Find out where you actually stand.

- A clear look at what readiness requires
- A scored self-assessment across all five dimensions
- Your readiness tier and what it means for your operation
- A path to a deeper, personalized evaluation

The Ambition Is There. The Foundation Usually Isn't.

Many manufacturers are investing in AI faster than they're building the foundation to turn it into results. Among manufacturing leaders surveyed, the space between AI ambition and AI outcomes is not small. It is one of the defining stories in the sector right now.

0%
Manufacturers reporting significant revenue uplift from AI

0%
Manufacturers reporting significant cost savings from AI

Across all industries, 12 percent of executives reported significant gains in both categories. In manufacturing, the number was zero.

Source: Grant Thornton, 2026 AI Impact Survey, 100 manufacturing respondents

AI proof-of-concept projects in manufacturing that never reach wide-scale deployment

Source: IDC research with Lenovo

Where AI Success Actually Comes From

AI success splits three ways: 10 percent the AI model, 20 percent data and technology, and 70 percent people, process, and organizational readiness. Most manufacturers spend the bulk of their effort on the 10 percent, the smallest piece of the outcome.

Boston Consulting Group (BCG)

The failure point is rarely the technology.

The question isn't whether AI is coming to manufacturing. It's whether your operation is ready for what AI requires, across data, systems, infrastructure, and people.

Dimension 1
Data Infrastructure - Can your data reach the algorithm?

Dimension 2
IT/OT Convergence - Do your systems actually talk to each other?

Dimension 3
Control System Condition - Is your infrastructure ready for what's next?

Dimension 4
Governance and Change Management - Who owns the decision?

Dimension 5
Workforce Capability - Are your people ready to work alongside it?

eosysgroup.com/assessment

5 Factors That Determine Whether Your Operation is AI Ready

Before you score your operation, you need to know what you're scoring. These five factors show whether an AI initiative can land, hold, and scale, or stall somewhere between the pilot and the plant floor.

1 Data Infrastructure

Is your OT data accessible, clean, and contextualized?

AI rarely fails because the algorithm is wrong. It fails because the data feeding it is inconsistent, siloed, or still needs a person in the middle to make it usable.

2 IT/OT Convergence

Are your operational and information environments actually connected?

Most manufacturing AI applications need data to move reliably between the plant floor and enterprise systems. When IT and OT run on separate priorities, that movement breaks down.

3 Control System Condition

What is the true state of the infrastructure AI would run on?

An AI strategy built on aging control hardware starts on unstable ground. End-of-life systems can't reliably handle the added data collection and connectivity AI requires.

4 Governance and Change Management

Who owns AI decisions on the plant floor, and is there a process behind that answer?

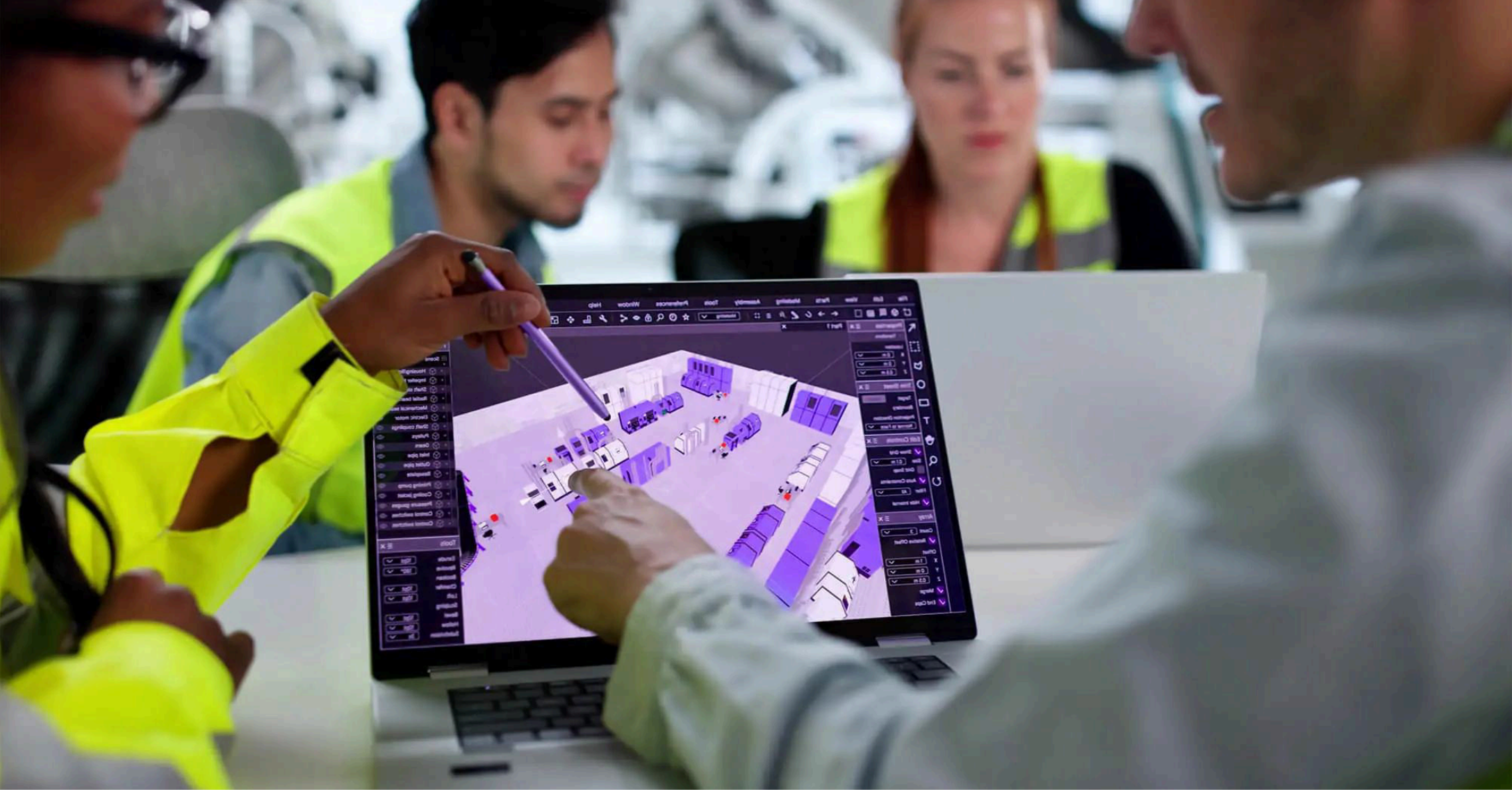
When no one owns the decision to scale, stop, or adjust an AI initiative, pilots stall between proof-of-concept and production.

5 Workforce Capability

Do your people have the skills and readiness to work alongside AI?

The most technically sound AI deployment can still fail at the human layer. Boston Consulting Group's (BCG) research puts people, process, and organizational readiness at 70% of what determines AI success.

Score yourself against all five, one factor at a time. →



Where Does Your Operation Actually Stand?

AI readiness is the condition of your operations, systems, and organization before AI enters the picture. It isn't about having the newest technology. It's about having the right foundation so an AI deployment can be supported, sustained, and used.

Before you Begin

Does your organization share an understanding of what you want AI to accomplish? If leadership, operations, and IT aren't aligned on the goal, that's the starting point, regardless of how your scores come out.

How to Score

Answer each statement based on where your operation stands today. Not where you plan to be. Not where leadership wants it to be. Where it stands right now.

Yes = 2 points | Not Sure = 1 point | No = 0 points

Each dimension score sorts into one of three readiness tiers: Foundation, Transition, or Deployment. Your total score lands you in the same three.

What's Next

Twenty-five questions. 10 minutes. Answer where you are, not where you're headed.

DIMENSION 1

Data Infrastructure

Is your OT data accessible, clean, and contextualized?

Self-Assessment Checklist

1. Our OT data is stored in a centralized system that can be accessed without manual extraction. ___ / 2

2. Data from our historians, SCADA, and MES systems can be accessed without manual reconciliation. ___ / 2

3. Our production data is tagged and organized in a way that makes it meaningful to both engineering and business teams. ___ / 2

4. Responsibility for data quality is formally assigned within the plant. ___ / 2

5. Our current production data could support an AI initiative without significant preparation or cleanup. ___ / 2

Yes = 2 points | Not Sure = 1 point | No = 0 points

Assess your agreement with each of the statements above.

Your Dimension 1 Total: 0 / 10

Your AI Readiness Tier at a Glance

Foundation (0–3)

Data is siloed or reachable only by hand

Transition (4-7)

Data exists, but reaching it still takes manual work.

Deployment (8-10)

Data is reachable, contextualized, and owned.

What's Next

Data is the floor. IT and OT convergence is next.

DIMENSION 2

IT/OT Convergence

Are your operational and information environments actually connected?

Self-Assessment Checklist

1. IT and OT teams follow shared processes for managing issues that affect both environments. ___ / 2

2. Plant-floor systems exchange data with enterprise systems without manual intervention. ___ / 2

3. Our cybersecurity standards are applied consistently across both IT and OT environments. ___ / 2

4. Our network infrastructure supports secure data exchange between operational and business systems. ___ / 2

5. OT requirements are considered during IT infrastructure planning and decision-making. ___ / 2

Yes = 2 points | Not Sure = 1 point | No = 0 points

Assess your agreement with each of the statements above.

Your Dimension 2 Total: 0 / 10

Your AI Readiness Tier at a Glance

Foundation (0–3)

IT and OT run as separate environments.

Transition (4-7)

Integration is underway, with holes still open.

Deployment (8-10)

IT and OT are coordinated and exchanging data reliably.

What's Next

Your systems talk. Now, what are they running on?

DIMENSION 3

Control System Condition

What is the true state of the infrastructure AI would run on?

Self-Assessment Checklist

1. Our primary control systems are current or have been updated to support hardware and firmware standards. ___ / 2

2. We maintain an accurate inventory of control system assets, including age and support status. ___ / 2

3. Critical control systems remain under active vendor support. ___ / 2

4. We have a documented plan for addressing aging infrastructure. ___ / 2

5. Our current control architecture can support additional data collection and integration efforts. ___ / 2

Yes = 2 points | Not Sure = 1 point | No = 0 points

Assess your agreement with each of the statements above.

Your Dimension 3 Total: 0 / 10

Your AI Readiness Tier at a Glance

Foundation (0–3)

Control systems need real remediation before AI can run on them.

Transition (4-7)

Some systems are current, others are aging or unsupported.

Deployment (8-10)

Control systems are current, supported, and ready to carry more.

What's Next

Infrastructure is only half the story. Who owns the decisions?

DIMENSION 4

Governance and Change Management

Who owns AI decisions on the plant floor, and is there a process behind that answer?

Self-Assessment Checklist

1. We have a formal process for evaluating and approving new AI technology initiatives. ___ / 2

2. Executive leadership actively champions AI and digital transformation efforts. ___ / 2

3. Plant leadership is aligned with the organization's AI strategy. (If your organization has no documented AI strategy, select No.) ___ / 2

4. Success criteria are defined before new AI initiatives begin. ___ / 2

5. We have a process for resolving conflicts between AI recommendations and operator decisions. ___ / 2

Yes = 2 points | Not Sure = 1 point | No = 0 points

Assess your agreement with each of the statements above.

Your Dimension 4 Total: 0 / 10

Your AI Readiness Tier at a Glance

Foundation (0–3)

No one owns the decision to launch, scale, or stop an AI initiative.

Transition (4-7)

Sponsorship exists, but the structure beneath it is still forming.

Deployment (8-10)

Governance is defined, and the organization can move from pilot to production.

What's Next

Decisions need owners. Deployments need a prepared workforce.

DIMENSION 5

Workforce Capability

Do your people have the skills and readiness to work alongside AI?

Self-Assessment Checklist

1. Our operations team understands the strengths and limitations of AI in a manufacturing environment. ___ / 2

2. We have identified workforce skills that may need to be developed to enable AI adoption. ___ / 2

3. We have an internal resource capable of overseeing an AI deployment after implementation. ___ / 2

4. Plant leadership is prepared to manage the operational and cultural changes AI adoption brings. ___ / 2

5. Operators are open to using AI-generated recommendations as part of their decision-making. ___ / 2

Yes = 2 points | Not Sure = 1 point | No = 0 points

Assess your agreement with each of the statements above.

Your Dimension 5 Total: 0 / 10

Your AI Readiness Tier at a Glance

Foundation (0–3)

The workforce isn't prepared for AI-augmented operations yet.

Transition (4-7)

Awareness is there, but development and change planning are still needed.

Deployment (8-10)

The workforce is capable, and an internal owner is in place.

What's Next

Five dimensions down. Add up your total.

Calculate Your Score

Self-Assessment Checklist

1. Dimension 1 | Data Infrastructure:	**Your Total: 0 /10**
2. Dimension 2 | IT/OT Convergence:	**Your Total: 0 /10**
3. Dimension 3 | Control System Condition:	**Your Total: 0 /10**
4. Dimension 4 | Governance and Change Management:	**Your Total: 0 /10**
5. Dimension 5 | Workforce Capability:	**Your Total: 0 /10**

Assess your agreement with each of the statements above.

Your Overall Score: 0 / 50

Your scores for each dimension add up to a total that places you in an AI Readiness tier: Foundation, Transition, or Deployment. But the scores also show where the work is needed most, dimension by dimension.

Your number just became a story. Here's what your tier means.

Your Overall AI Readiness Tier at a Glance

Foundation (0–19)

The groundwork isn't there yet.

Transition (20-34)

The groundwork is forming, and the organization is catching up to it.

Deployment (35-50)

The foundation holds. The next decision is where to point it.

Your number just became a story. Here's what your tier means.

Most operations land in Foundation or Transition. That reflects where the industry stands, not a shortfall in ambition or investment. The operations pulling ahead didn't move faster. They asked the right question first: not which AI tool to buy, but whether the foundation could carry it.

What's Next

Start with Foundation. See if it's your tier.

Foundation — Tier 3 (0–19)

Foundational work is needed before an AI initiative can be scoped well. That's a finding about where to put effort, not a judgment. Most operations at this tier aren't short on ambition. They're short on access. Data exists, but reaching it takes manual work. Control systems run, but their age and support status may be unclear. Governance structures are still forming. The workforce hasn't been brought into the conversation. None of that disqualifies an operation. It tells you where to start.

> *You have to have the data ready. It needs to be good, clean, quality data. It needs to be contextualized, structured so that it makes sense. I think they also need to have their documentation ready. That's often something that gets forgotten, but it's important too.*
>
> — CHASE DAVIS, DIRECTOR OF TECHNOLOGY, EOSYS

Where the Work Starts

1. Know what you have, where it lives, and what it takes to reach without manual work.
2. Someone has to be accountable for data quality before AI touches it.
3. If no one owns the decision to launch, scale, or stop an AI initiative, resolve that before any pilot is scoped.

What's Next

Foundation not quite it? Here's Transition.

Transition — Tier 2 (20–34)

The foundation work is underway. Data infrastructure is improving. IT and OT are moving closer together. A pilot may have already shown what's possible, but the pilot is still a pilot. At this tier, the constraint shifts from infrastructure to organization. When an AI system flags something and an experienced operator disagrees, most operations don't have a defined process for what happens next. That distance may not sink a pilot. It can keep the pilot from ever reaching deployment.

> *It boils down to a lot of things that are actually less related to technology and more related to business and stakeholder alignment. You have to make sure whatever you're deploying clearly maps to a business outcome that's valuable to the organization. It doesn't make sense to just digitize a bad process. You should fix the process first, then deploy a solution on top of it.*
>
> — ZACH LADOUCEUR, DIGITAL TRANSFORMATION/MES LEAD, EOSYS

Where the work starts

1. Close the integration holes that survived the pilot. Workarounds that held in a test environment rarely hold at production scale.
2. Define the human-AI decision process. When the system and the operator disagree, someone has to make the final call, before go-live, not after.
3. Build change management from the plant floor up. The workforce closest to the process needs to be part of the plan, not informed after the decisions are made.

What's Next

Ahead of Transition? Here's what Deployment looks like.

Deployment — Tier 1 (35–50)

The infrastructure and organizational structures are in place. Data is reachable without manual extraction. IT and OT share processes and security standards. Someone owns the data. Someone owns the AI decision when the system and the operator disagree. The risk at this tier isn't infrastructure failure. It's scope drift, unclear success criteria, and no defined path from pilot to production.

> *If you can't define your problem, then AI's not going to help. If it's something you could automate with simple tools, you should do that instead of trying to get AI to do it.*
>
> — **CHASE DAVIS, DIRECTOR OF TECHNOLOGY, EOSYS**

Where the work starts

1. Define success before the pilot begins. Choose the use case where your foundation is strongest, and the return is clearest.

2. Build the pilot-to-production path before the pilot starts, not after it delivers results leadership wants to act on.

3. Protect the operator relationship. Trust built before go-live carries into the next deployment. Trust lost is harder to recover.

What's Next

See how EOSYS tackles what your assessment found.

Where EOSYS Can Help Across the Five Dimensions

EOSYS engineers have assessed, designed, and built automation, controls, and digital transformation systems across manufacturing environments for more than 35 years. The work is practical. It connects the shortfalls this assessment surfaced to the systems, processes, and people an AI deployment depends on.

1 Data Infrastructure

When production data lives in systems that don't talk to each other, an AI initiative has nothing reliable to draw from. EOSYS connects historians, SCADA systems, MES platforms, and other production systems so data can move without manual extraction or reformatting.

2 IT/OT Convergence

When legacy PLCs, SCADA systems, and plant equipment operate as isolated islands, AI has no reliable path to the data it depends on. EOSYS builds the integration paths that connect plant floor systems to secure platforms where production data can be used in real time.

3 Control System Condition

Aging control infrastructure doesn't just carry reliability risk. It caps how ready an operation can be for AI. EOSYS assesses what existing systems can carry, then upgrades legacy platforms using phased migration strategies built to keep production running through the transition.

4 Governance and Change Management

Most AI pilots stall not because the technology failed, but because no one owned the decision to scale, stop, or adjust it. EOSYS helps build the structure that keeps an AI initiative moving after the pilot ends, from success criteria to a process for resolving conflicts between AI recommendations and operator judgment.

5 Workforce Capability

A workforce that isn't prepared for change will work around it, whether the technology is AI or advanced automation. EOSYS brings operators and plant leadership into the foundation-building work so the people closest to the process understand what's changing and what their role looks like on the other side of it.

Thirty-five years of closing exactly these gaps. Meet the team behind the work.

CONTACT US →

About EOSYS

INVESTED IN YOUR SUCCESS

Complex Problems. Trusted Guidance.

Technical depth is what turns a system integrator into a guide, especially when the destination is AI readiness. EOSYS engineers bring three decades of experience solving problems in automation, controls, and digital transformation, built to hold up long after implementation ends.

EOSYS BY THE NUMBERS

35+
Years of Proven Success

750+
Global Customers

16k+
Projects Executed

90%
Repeat Digital Transformation Business

Your Next Step

Start the conversation directly

eosysgroup.com/contact

Appendix

The Research Behind This Guide

ABOUT THE ASSESSMENT

The five-dimension assessment in this guide was developed from patterns EOSYS engineers observe across manufacturing facilities, informed by research from McKinsey, BCG, Deloitte, Bain, IDC, PwC, KPMG, and Stanford.

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