
Grace & Cronos

The Leverage Index™

How Grace & Cronos Identifies, Scores, and
Prioritizes AI Opportunities

A practical methodology for identifying, scoring, and prioritizing AI opportunities by measurable business leverage.

A Grace & Cronos Strategic Framework

Why Most AI Investments Underperform

Most AI decisions are driven by vendor pitches, not business architecture.

Companies invest in what sounds impressive, not what creates the most leverage.

Without a scoring system, the loudest voice in the room wins.

Projects get approved based on intuition, internal politics, or trend pressure.

Not every AI opportunity should be built now.

Some should be sequenced later. Some should be rejected entirely.

The Leverage Index™ changes that.

It gives leadership a structured system for deciding where AI should go first — and where it should not go at all.

Grace & Cronos does not start with tools. We start with leverage.

What the Leverage Index™ Does

The Leverage Index is Grace & Cronos's proprietary scoring system for identifying, evaluating, and prioritizing AI opportunities by measurable business leverage.

01 **MAP**
Audit workflows and identify every AI intervention point

02 **SCORE**
Score each opportunity across six dimensions

03 **ARCHITECT**
Design the implementation blueprint

04 **BUILD & SHIP**
Deploy production-ready systems

- Identifies where AI can create value across every business function
- Scores opportunities across six defined dimensions (1–5 scale)
- Assigns a tier based on readiness and leverage
- Reveals what to build now, what to sequence, and what to avoid
- Connects scoring directly to implementation and deployment
- Documents where AI should NOT go — and why

Every Opportunity Is Scored Across Six Dimensions

Each dimension is scored 1–5 with defined anchors. Weights are adjusted based on your business context.

Feasibility Can this be built with current data, systems, and readiness? Default weight: 15%	ROI Magnitude How much measurable business value could it create? Default weight: 25%
Speed to Value How quickly can it produce visible results? Default weight: 20%	Adoption Probability Will people actually use it? Default weight: 15%
Strategic Alignment Does it support where the business is going? Default weight: 15%	Compounding Potential Does it become more valuable over time or enable future systems? Default weight: 10%

Not all opportunities score equally. That's the point.

SAMPLE: Demand Forecasting & Replenishment — Composite: 4.4 — Build Now



How the Leverage Index Prioritizes Opportunities

Every scored opportunity is assigned a tier. The tier determines the decision.

BUILD NOW	4.0–5.0	Highest leverage and strongest readiness. Proceed immediately.
BUILD NEXT — HIGH	3.5–3.9	Strong opportunities that may need limited preparation.
BUILD NEXT — STD	3.0–3.4	Worth pursuing after higher-priority systems.
MONITOR	2.0–2.9	Potential exists, but timing or conditions are not right.
DO NOT BUILD	1.0–1.9	AI is not the right solution here.
DISQUALIFIED	—	Removed before scoring. A hard-stop condition exists.

**A strong framework does not just tell you what to build.
It also tells you what to avoid — and that is just as valuable.**

A Non-Obvious Example

WHAT LEADERSHIP ASKED FOR

AI Scheduling Optimizer

Score: 2.70 — Tier 3 (Monitor)

Data fragmented across 12 facilities. 7-month build timeline. ~\$400K/yr ROI. Could not be built fast enough to justify investment now.

WHAT THE LEVERAGE INDEX FOUND

Admin Communication Automation

Score: 4.35 — Tier 1 (Build Now)

Data clean and centralized. Deployed in 6 weeks. Recaptured 1,800 admin hours/month. ROI: \$900K+/yr. Created the data layer that makes scheduling viable later.

The insight: Build communications first. 2x the ROI in one-third the time — and it creates the data foundation that makes scheduling viable when conditions improve.

The Leverage Index does not just validate assumptions. It improves decisions.

See What Your Leverage Index Would Reveal

In 30 days, Grace & Cronos produces a scored map of the highest-value AI opportunities across your business.

[Request an AI Opportunity Assessment →](#)

hello@graceandcronos.com · graceandcronos.com