

Build the business case for AI transformation.

A field guide for consultants delivering evidence-backed Transformation Case engagements with Orgonaut.

Work	Capabilities	AI Solutions	Scenarios	Cases
------	--------------	--------------	-----------	-------

From workshop to boardroom, keep the logic intact.

Orgonaut is the model beneath an evidence-backed AI transformation engagement. It does not make the organisational decision; it helps the consultant and client make the decision inspectable.

orgonaut.co/capability-transformation-studio
Version 1.0 · 19 September 2026

The offer: an AI Transformation Case Sprint

Sell a bounded decision engagement, not an open-ended software implementation. Start with the Work, keep capability outcomes and governance visible, and finish with a case the client can challenge and approve.

- Frame the decision: Agree the client objective, scope, exclusions, decision owner, and evidence standard.
- Map Live: Establish the current organisation, Work catalog, capability state, costs, and ownership.
- Design the target: Clone a scenario and change Work, organisation, capability strength, and AI deployments.
- Build the case: Record investment, value lanes, assumptions, evidence, risks, controls, and recommendation.
- Run the decision: Present a client-safe report, resolve readiness findings, and agree the next action.

Best-fit buyers

- Chief transformation and operating officers
- AI programme and innovation leaders
- Functional leaders with a defined capability problem
- Private-equity operating partners and portfolio transformation teams

Discovery questions that reveal a decision

- Which client decision must this engagement enable, and by when?
- Which Work is slow, risky, costly, variable, or constrained today?
- Which business capability and measure should improve if the change works?
- Which evidence exists, and which claims remain assumptions?
- Which AI Solution version, controls, data boundaries, and autonomy are being proposed?
- Who owns the capability and who remains accountable for AI-supported outcomes?
- Which parts of the value story are cash, avoided cost, released capacity, service, growth, or risk?
- What must be true before leadership should approve the target Scenario?

The click path

Use a fictional tenant. Never imply that sample performance is a customer result.

Step	Show	Say
1	Work catalogue	Start with how work happens, not a tool shortlist.
2	Capability detail	Connect changed work to the outcome the client is buying.
3	Published Solution	Pin claims, controls, risk, cost, autonomy, and accountability.
4	Target Scenario	Change the model without changing Live.
5	Case readiness	Expose gaps before a recommendation is published.
6	Twelve-section report	Finish with a decision artifact, not an orphaned deck.

Proof points and claim boundaries

Say

Orgonaut connects Work, Capabilities, governed AI Solutions, Scenarios, evidence, economics, and approval.

Do not say

Orgonaut autonomously restructures the organisation or guarantees ROI.

Say

Published Solution versions are immutable and mandatory controls remain visible.

Do not say

Orgonaut executes every control or supervises every external AI system.

Say

Astro, MCP, and CLI can read these domains within permission boundaries.

Do not say

The assistant can make every product change or approve a case.

Common objections

We already use slides.

Keep the slides. Use Orgonaut as the model beneath them so the evidence, scenario, and economics stay connected.

We have an AI catalogue.

Reference it. Orgonaut adds contextual deployment, operating-model impact, controls, accountability, and the transformation decision.

Our data is incomplete.

Readiness and completeness warnings make gaps visible. Start with the scoped decision rather than pretending the whole enterprise model is complete.

This sounds like workforce reduction software.

It is organisation-design and transformation-decision software. Released capacity is kept separate from cash and no autonomous restructuring claim is made.

Commercial model

Retain the current commercial terms: referral and implementation partners receive 25% recurring monthly commission for the first 12 months, then 15%. Consultants charge clients directly for advisory and delivery work.

- Team: Capabilities and Work mappings
- Business and above: AI Solutions, Transformation Cases, and reports
- Agency: multiple workspaces and whitelabel Transformation Case reports
- Use separate client tenants; do not claim cross-client deployment management

[Open the consultant landing page](#)

[Review the fictional sample case](#)

[Book a demo](#)