AI ROI Metrics for the the Board: What Actually Matters

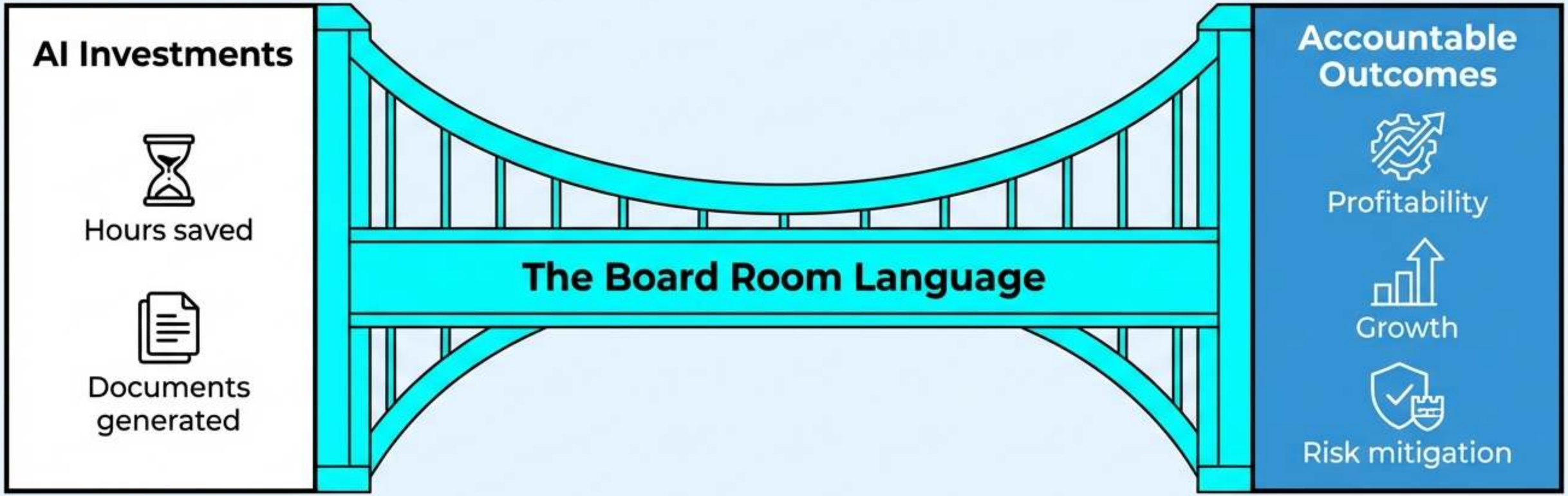
A 5-step playbook to translate AI initiatives into accountable boardroom outcomes



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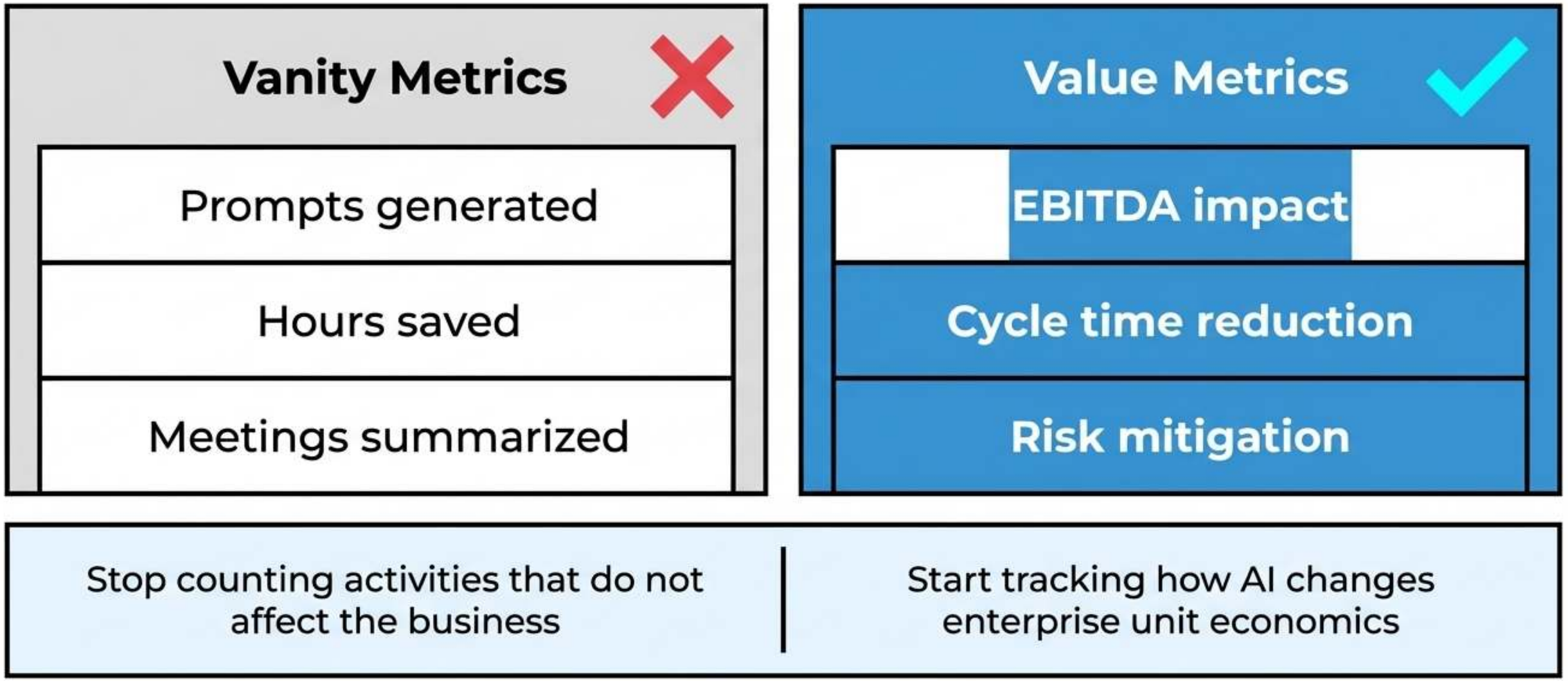
Bridge the gap between AI tactics and boardroom accountability



Boards demand a direct connection to the bottom line	Focusing only on time savings undervalues transformative potential	Success requires tracking outcomes over activities

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Move past vanity metrics to measure strategic outcomes



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Anchor your reporting in direct financial impact

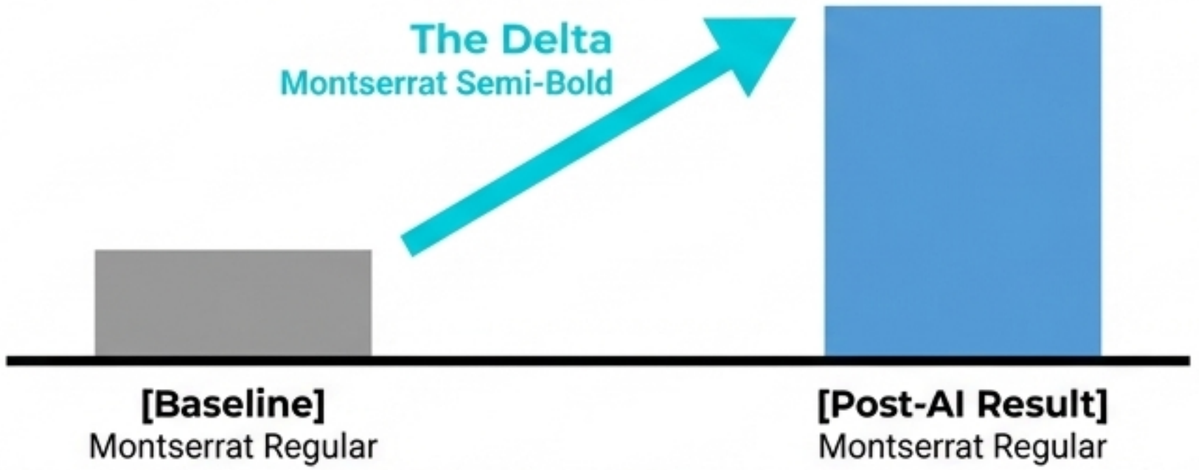
EBITDA & Margin

AI-based quality control reducing waste
Montserrat Regular

Revenue Growth

AI pricing engines lifting revenue in real time
Montserrat Regular

The Delta Visualizer



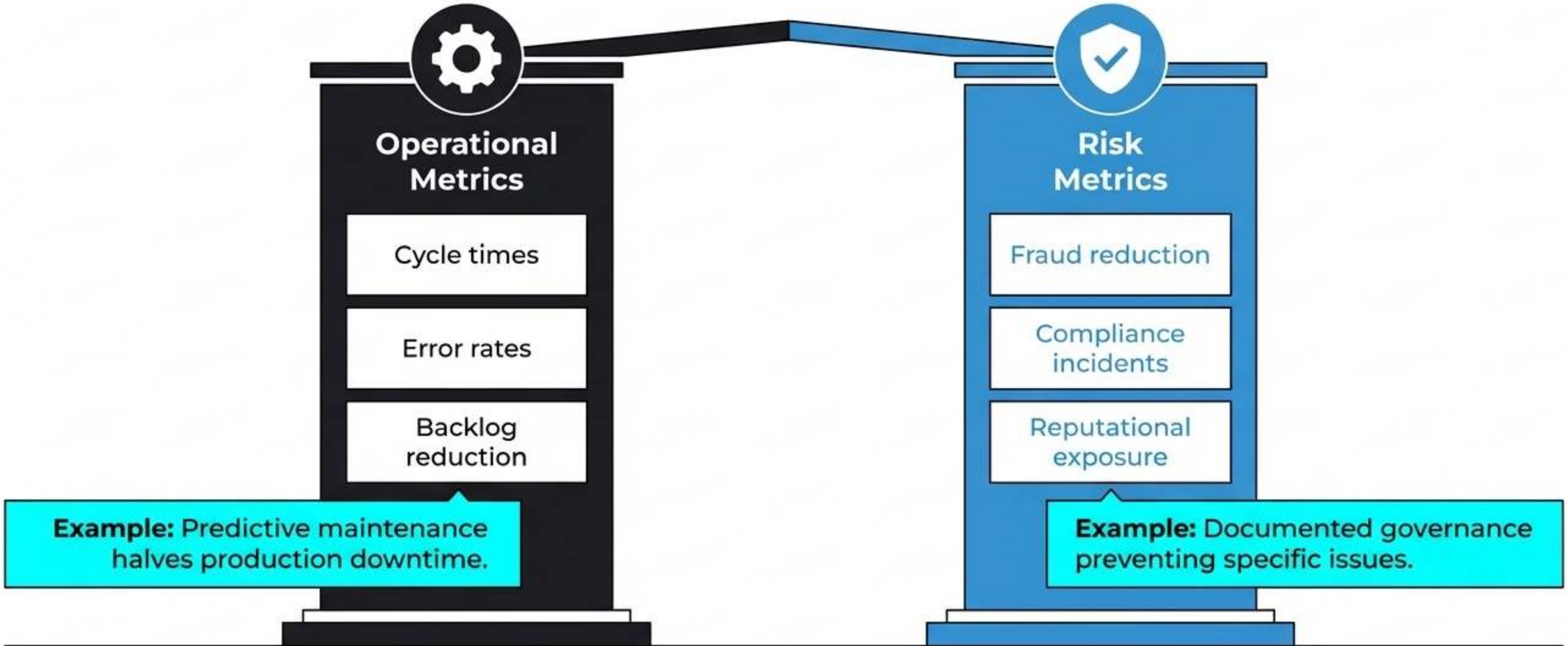
Financial metrics must form the core of your report

Always display baseline numbers next to post-AI results

Highlight specific impacts on customer lifetime value and COGS

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Prove operational efficiency and quantify risk mitigation

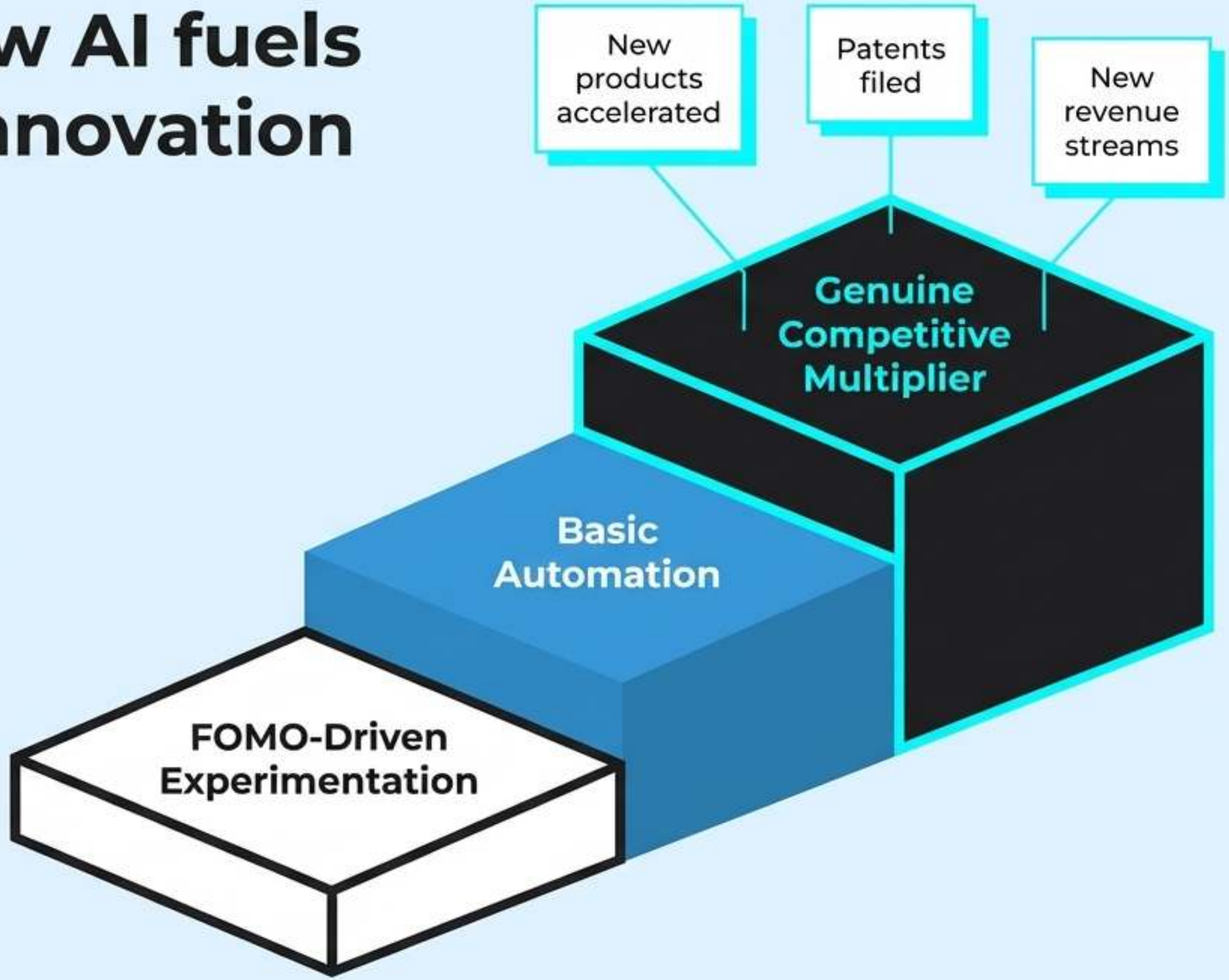


Frame capacity improvements as direct cost efficiency | Use risk metrics to build lasting boardroom trust

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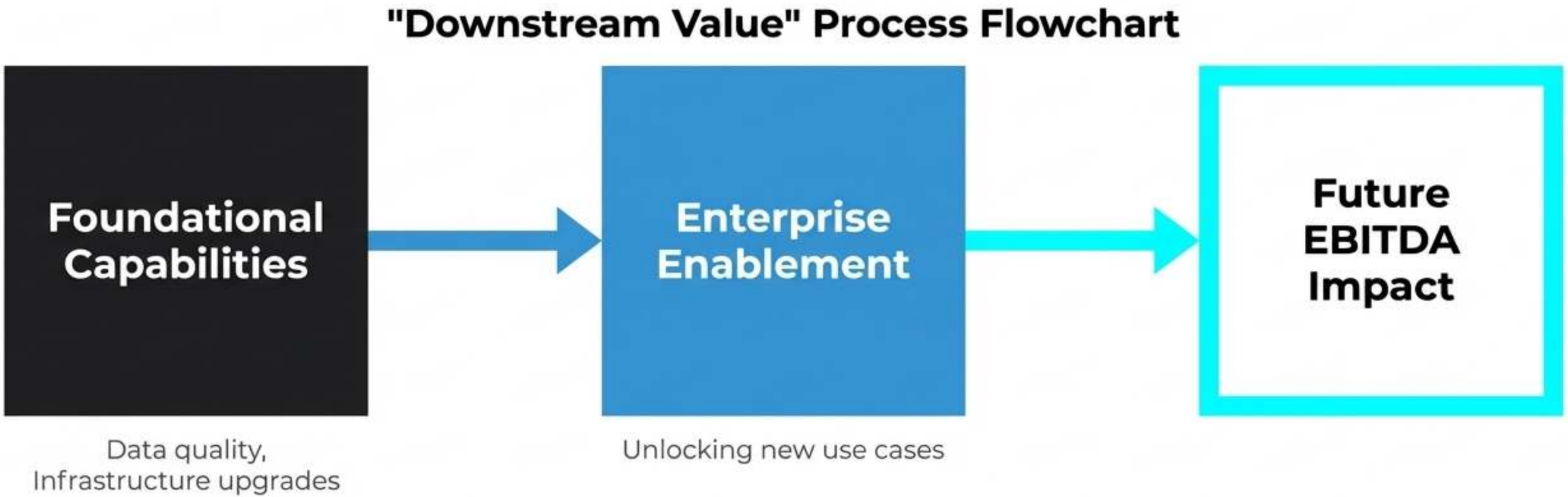
Demonstrate how AI fuels organizational innovation

- Track the volume of new products accelerated by AI
- Measure the creation of entirely new revenue streams
- Show the board your upward trajectory along the maturity curve



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Connect foundational initiatives to future downstream value



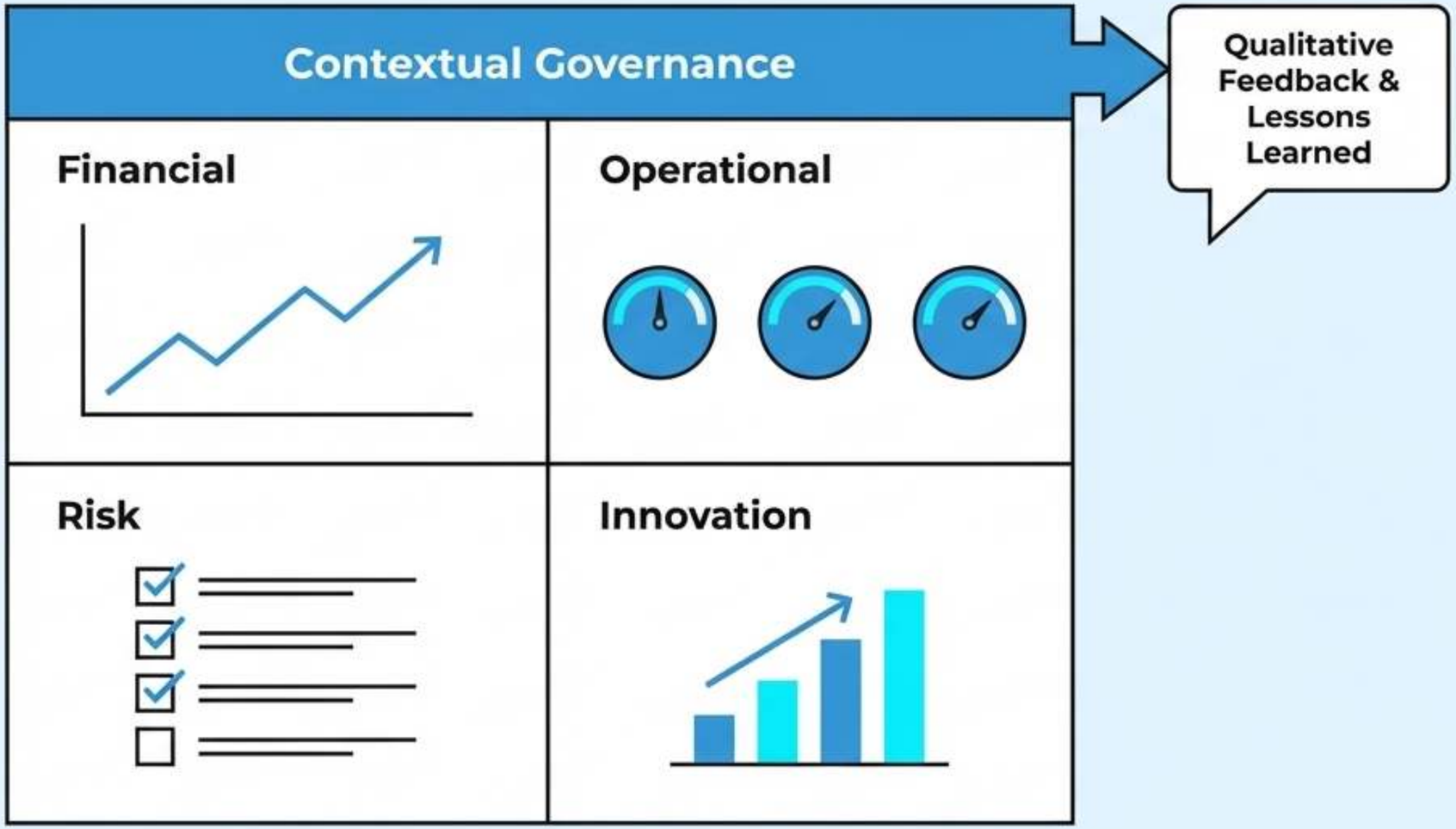
Not every AI project will impact EBITDA immediately

Communicate the necessity of infrastructure upgrades

Draw a clear line from enablement to downstream gains

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Integrate metrics into a unified board reporting cadence



Integrate AI reporting into existing board frameworks

Preempt questions by defining how metrics are calculated

Pair hard numbers with qualitative feedback to prevent gaming

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Turn AI into a strategic lever your board champions

Report the right metrics consistently to secure sustained executive support



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