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GDIOS

# Velocity PoC Program

12-Week Proof of Concept - From kickoff to first KPI move

Growth and Decision Intelligence OS

Sophia Projects · Program Overview · v1.0 · 2026-05

## What Velocity PoC is

Velocity PoC is GDIOS's 12-week (3-month) impact-validation program that works with you until KPIs actually move. Designed for customers who want to try GDIOS but first need to see the impact — a focused program that minimizes risk and lets you feel the value as concretely as possible.

### Program characteristics

- Narrow scope: focus on 1-2 use cases to ensure reliable impact validation
- Fixed fee: ¥1,500,000 (12 weeks, 1-2 use cases)
- Hands-on partnership: AI agents and specialist members work alongside you
- Path to production: priority lane to production launch upon PoC success

## 12-week (3-month) schedule

Week	Phase	Activities
Week 1-2	Discovery	Problem interviews, use-case selection, data-source inventory, Success Criteria alignment
Week 3-4	Design	Decision map, metric system, AI agent placement, approval flow design
Week 5-6	Build	Decision Cockpit build, data integration (3-5 major connectors), AI agent setup
Week 7-8	Pilot Launch	Production run with a limited audience (5-15 users). First decisions begin to move
Week 9-10	Iterate	Apply operational feedback, measure KPIs, tune
Week 11-12	Review & Decide	Impact-validation workshop, Go/No-Go decision for production rollout

## Deliverables

### Key deliverables produced during the PoC

- Decision Map: a design that visualizes who decides what, based on what, and when, for the target use cases
- Decision Cockpit (PoC build): a dashboard optimized for the target use cases

- AI Agent Spec: the reasoning logic and operational responsibility boundary of every deployed agent
- Workflow integration setup: auto-distribution into Slack / Teams / task management tools
- Impact report: KPI improvement, ROI estimates, recommended scope for production
- Production rollout plan: roadmap for scaling after the PoC

## Designing Success Criteria

Success Criteria — the basis for judging the PoC — are agreed with you in the Discovery phase. We also document what happens if the agreed targets are not met, at contracting.

### Example Success Criteria

Use case	Example Success Criteria
Decision support for new business	Hypothesis-validation LT -50% / better Go/No-Go materials
Automating weekly executive reviews	Review prep effort -70% / shorter executive meeting duration
Pipeline anomaly detection	Lower loss rate in the target segment / higher deal progression
Churn early-warning	Earlier detection of high-risk customers / shorter CS assignment LT

## Cost structure

Item	Amount	Description
Fixed fee	¥1,500,000	Fixed fee for 12 weeks. Scope is 1-2 use cases
Additional use case	¥500,000 / case	When expanding to 3 or more use cases
If targets are missed	—	Both parties agree on an extension (refund not applicable). Extension terms are documented at contracting

## Risks and mitigations

Risk	Mitigation
Data integration delay	Verify data-source access rights and formats upfront. Provisional run with substitute data is possible

Risk	Mitigation
Wrong use-case selection	Early scope adjustment in Week 1 Discovery. Up to one use-case change is allowed
KPI movement hard to see	Operational tuning during Iterate from Week 9. Extension option available
Slow internal alignment	Weekly sync with leadership to keep the dialogue going. Operational design that involves decision-makers

## How to apply

#	Step	Description
1.	Online conversation (45 min)	Align on target use cases and rough PoC scope
2.	Proposal	PoC proposal reflecting the interview, delivered within one week
3.	Contract	PoC contract, NDA, data handling agreement
4.	PoC start	Begin from Week 1 Discovery

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