37x AI Readiness

Assessment

A Comprehensive Diagnostic Tool for Mongolian Businesses

▶ 15 Strategic Questions Across 5 Dimensions

▶ Weighted Scoring Algorithm with 4 Readiness Tiers

▶ Actionable Recommendations per Readiness Level

▶ Based on the 37x Kaizen Continuous Improvement Framework

▶ Aligned with the Expert Management AI Transformation Methodology

Prepared by: Expert Management │ Eric Ts.E
Framework: 37x Kaizen Continuous Improvement (1.01^{365} = 37.78x)
Target: Mongolian SMEs (20-200 employees)
Version: 1.0 │ March 2026
Contact: +976 88883666 │ 37x.biz

37x

Introduction

The 37x AI Readiness Assessment is a structured diagnostic tool designed to measure an organization's preparedness for artificial intelligence adoption. Built on the 37x Kaizen framework — where 1% daily improvement compounds to 37.78x growth over one year — this assessment identifies exactly where your business stands today and what steps will produce the highest-impact improvements.

Developed specifically for Mongolian businesses navigating the AI transformation era, this tool evaluates five critical dimensions that determine AI readiness. Whether you are an SME owner, a corporate manager, or a startup founder, this assessment provides a clear, actionable roadmap tailored to your current stage.

Methodology

Each of the 15 questions offers four answer choices scored from 1 (lowest) to 4 (highest). Scores are weighted by dimension importance to produce a Total Weighted Score ranging from 15 to 60 points. The weighting reflects years of consulting experience with Mongolian SMEs: data quality (the fuel for AI) matters most, followed by team capability (people drive adoption), while budget matters least (most powerful AI tools are now affordable or free).

Dimension	Weight	Questions	Max Raw	Max Weighted	Why This Weight
Data Readiness	30%	Q1-Q3	12	18.0	Data is the fuel for all AI — without it, nothing works
Process Maturity	20%	Q4-Q6	12	12.0	AI amplifies good processes; automating chaos creates faster chaos
Team Capability	25%	Q7-Q9	12	15.0	People adopt AI, not organizations — team readiness is critical
Infrastructure	15%	Q10-Q12	12	9.0	Cloud-based AI needs reliable internet and modern devices
Budget and Investment	10%	Q13-Q15	12	6.0	Most AI tools cost less than $100/month — budget is the smallest barrier
TOTAL	100%	15	60	60.0	

Scoring Formula

The weighted score for each dimension is calculated as:

$$\text{Weighted Score} = (\text{Sum of Answers in Dimension} / \text{Max Possible}) \times \text{Weight} \times 60$$

Example: If you score 10 out of 12 in Data Readiness (30% weight), your weighted score = (10/12) x 0.30 x 60 = 15.0 points.

Company Information

Complete this section before beginning the assessment. This information helps contextualize your results.

Field	Your Response
Company Name	
Industry / Sector	
Year Established	
Number of Employees	
Annual Revenue Range (MNT)	
City / Province	
Assessment Date	
Completed By (Name / Title)	

Instructions

1. Read each question carefully and select the answer (A, B, C, or D) that best describes your current state.
2. Be honest — this assessment is for your benefit. Optimistic answers produce inaccurate results.
3. If you are unsure, choose the answer that represents your typical situation, not your best day.
4. Mark your answer by checking the box (☐) next to your chosen option.
5. After completing all 15 questions, use the Scoring Worksheet on the final page to calculate your result.
6. Your total weighted score determines your AI Readiness Tier and recommended action plan.

DIMENSION 1: DATA READINESS   Weight: 30%

Data is the fuel for AI. This dimension assesses whether your organization collects, stores, and manages data in ways that can support AI-driven decision-making.

Q1   How is your core business data (customers, sales, inventory) currently stored?

A	Primarily on paper, in personal notebooks, or not systematically recorded	1 pt	☐
B	In scattered Excel/Google Sheets files across different employees	2 pts	☐
C	In a centralized digital system (CRM, ERP, or database) with some gaps	3 pts	☐
D	In a fully integrated digital system with real-time updates and backups	4 pts	☐

Q2   How would you rate the quality and completeness of your business data?

A	We frequently encounter missing, duplicate, or inaccurate records	1 pt	☐
B	Data quality is inconsistent — some departments are better than others	2 pts	☐
C	Most data is clean and reliable, with periodic reviews and corrections	3 pts	☐
D	We have formal data quality standards with automated validation checks	4 pts	☐

Q3   How do you currently use data to make business decisions?

A	Decisions are based on experience and intuition, rarely on data analysis	1 pt	☐
B	We occasionally review sales figures or financial reports to inform decisions	2 pts	☐
C	We regularly analyze data with dashboards, reports, and KPI tracking	3 pts	☐
D	Data-driven decision-making is standard practice with predictive analytics	4 pts	☐

DIMENSION SUBTOTAL (Q1–Q3)   _____ / 12 raw points

DIMENSION 2: PROCESS MATURITY   Weight: 20%

AI works best when applied to well-understood, documented processes. This dimension evaluates how standardized and automation-ready your workflows are.

Q4   How well documented are your core business processes (SOPs)?

A	Most processes exist only in employees' heads — no written documentation	1 pt	☐
B	Some key processes are documented but not regularly updated or followed	2 pts	☐
C	Major processes are documented with clear steps, and staff follow them	3 pts	☐
D	Comprehensive SOPs exist for all functions with regular review cycles	4 pts	☐

Q5   What is the current level of automation in your daily operations?

A	Nearly everything is done manually — data entry, reporting, approvals	1 pt ☐
B	We use basic automation (e.g., auto-email replies, template documents)	2 pts ☐
C	Several key workflows are automated (invoicing, scheduling, reporting)	3 pts ☐
D	We actively identify and automate repetitive tasks using digital tools	4 pts ☐

Q6   How do you handle repetitive, time-consuming tasks?

A	Staff perform them manually each time — it's just how we've always worked	1 pt ☐
B	We've discussed streamlining but haven't implemented changes yet	2 pts ☐
C	We've eliminated or simplified some repetitive tasks with tools or templates	3 pts ☐
D	We have a continuous improvement culture — regularly optimizing workflows	4 pts ☐

DIMENSION SUBTOTAL (Q4–Q6)   _____ / 12 raw points

DIMENSION 3: TEAM CAPABILITY   Weight: 25%

AI adoption requires people who can use, manage, and champion new tools. This dimension measures your team's digital skills and openness to AI-powered workflows.

Q7   What is your team's current level of digital literacy?

A	Most staff struggle with basic digital tools (email, spreadsheets)	1 pt ☐
B	Staff can use standard office tools but resist learning new software	2 pts ☐
C	Team is comfortable with digital tools and willing to learn new ones	3 pts ☐
D	Team actively seeks out and experiments with new digital tools and AI	4 pts ☐

Q8   Has anyone in your organization used AI tools (ChatGPT, Copilot, etc.)?

A	No one has used or is aware of AI tools relevant to our work	1 pt ☐
B	A few individuals have tried AI tools personally but not for work	2 pts ☐
C	Some team members actively use AI tools to improve their work tasks	3 pts ☐
D	AI tools are part of our standard workflow across multiple departments	4 pts ☐

Q9   How would leadership describe their attitude toward AI adoption?

A	Skeptical or unaware — AI seems irrelevant or risky for our business	1 pt ☐
B	Curious but cautious — open to learning but no concrete plans yet	2 pts ☐
C	Supportive — leadership has expressed interest and allocated exploration time	3 pts ☐
D	Champion — leadership actively drives AI strategy and invests in AI tools	4 pts ☐

DIMENSION SUBTOTAL (Q7–Q9)   _____ / 12 raw points

DIMENSION 4: INFRASTRUCTURE
Weight: 15%

AI tools require reliable internet, cloud access, and device capability. This dimension assesses your technical foundation for AI deployment.

Q10 — What is the quality and reliability of your internet connectivity?

A	Unreliable — frequent outages that disrupt daily work	1 pt	☐
B	Adequate for basic tasks but too slow for cloud tools or video calls	2 pts	☐
C	Reliable broadband sufficient for cloud applications and SaaS tools	3 pts	☐
D	High-speed, redundant internet with backup connection for continuity	4 pts	☐

Q11 — What devices and systems does your team use for daily work?

A	Mostly personal devices (phones, old PCs) with no company standards	1 pt	☐
B	Mix of company and personal devices, some outdated, no central management	2 pts	☐
C	Company-issued devices for most staff with basic IT management	3 pts	☐
D	Standardized, modern devices with centralized IT management and security	4 pts	☐

Q12 — What cloud or software-as-a-service (SaaS) tools does your business use?

A	None — we use only desktop applications or paper-based systems	1 pt	☐
B	Basic cloud use (Gmail, Google Drive) without a strategic approach	2 pts	☐
C	Multiple SaaS tools (CRM, accounting, project management) actively used	3 pts	☐
D	Integrated cloud ecosystem with data flowing between connected tools	4 pts	☐

DIMENSION SUBTOTAL (Q10–Q12) _____ / 12 raw points

DIMENSION 5: BUDGET AND INVESTMENT
Weight: 10%

AI transformation requires financial commitment. This dimension evaluates your organization's willingness and capacity to invest in AI tools and training.

Q13 — What is your current monthly technology/software budget per employee?

A	Essentially zero — we avoid paid software and technology costs	1 pt	☐
B	Under $10/employee/month — minimal tool subscriptions	2 pts	☐
C	$10-50/employee/month — we invest in key productivity tools	3 pts	☐
D	$50+/employee/month — we view technology as a strategic investment	4 pts	☐

Q14   How much could your business invest in AI tools and training over the next 12 months?

A	Nothing — no budget available for new technology investments	1 pt ☐
B	Up to $1,000 total — very limited, needs to show ROI quickly	2 pts ☐
C	$1,000-5,000 — moderate budget for phased implementation	3 pts ☐
D	$5,000+ — meaningful budget for comprehensive AI transformation	4 pts ☐

Q15   How does your organization evaluate return on investment (ROI) for technology?

A	We don't — technology purchases are seen purely as costs to minimize	1 pt ☐
B	Informally — we hope tools pay for themselves but don't measure it	2 pts ☐
C	We track basic metrics (time saved, revenue impact) for major tools	3 pts ☐
D	Formal ROI tracking with clear success criteria and measurement periods	4 pts ☐

DIMENSION SUBTOTAL (Q13–Q15)   _____ / 12 raw points

Scoring Worksheet

Transfer your dimension subtotals below and calculate your Total Weighted Score using the formula provided.

Dimension	Weight	Your Raw Score	Max Raw	Weighted Score (Raw/Max x Wt x 60)	Max Weighted
1. Data Readiness	30%	_____	12	_____	18.0
2. Process Maturity	20%	_____	12	_____	12.0
3. Team Capability	25%	_____	12	_____	15.0
4. Infrastructure	15%	_____	12	_____	9.0
5. Budget and Investment	10%	_____	12	_____	6.0
TOTAL WEIGHTED SCORE	100%		60	_____	60.0

Quick Calculation Example

Suppose your raw scores are: Data=9, Process=8, Team=10, Infra=7, Budget=6. Your weighted scores would be:

Data: (9/12) x 0.30 x 60 = 13.5 │ Process: (8/12) x 0.20 x 60 = 8.0 │ Team: (10/12) x 0.25 x 60 = 12.5

Infra: (7/12) x 0.15 x 60 = 5.25 │ Budget: (6/12) x 0.10 x 60 = 3.0

Total: 42.25 points = AI Transformer Tier

AI Readiness Tiers

Your Total Weighted Score places your organization into one of four readiness tiers. Each tier includes specific, actionable recommendations and a roadmap to progress to the next level.

EXPLORER 15–24	ADOPTER 25–39	TRANSFORMER 40–52	LEADER 53–60

EXPLORER   15–24 points

AI Explorer — Foundation Building Stage

Your organization is at the beginning of its digital journey. AI adoption requires foundational investments in data systems, process documentation, and digital literacy before deploying AI tools. This is not a weakness — it is your starting point.

Recommended Actions:
▶ Digitize core data (customers, sales, finances) into a centralized system
▶ Document your top 5 business processes as written SOPs
▶ Start with free AI tools: ChatGPT Free + Google Workspace + HubSpot CRM Free
▶ Invest in basic digital literacy training for all staff (Google Skillshop, free)
▶ Establish reliable internet connectivity and basic device standards

Timeline: 6-12 months to reach Adopter stage

Investment: $0-100/month initial; focus on free tools and process improvement

ADOPTER   25–39 points

AI Adopter — Strategic Acceleration Stage

Your organization has the foundation for AI. Data exists in digital form, some processes are documented, and your team shows willingness to use new tools. You can begin deploying AI tools with high confidence of ROI.

Recommended Actions:
▶ Deploy the Minimum Viable AI Stack: ChatGPT Plus + Perplexity Pro + Zapier
▶ Automate your top 3 most time-consuming repetitive processes
▶ Implement a CRM (HubSpot) and cloud accounting (Xero/Zoho Books)
▶ Train 2-3 AI champions per department to lead adoption
▶ Start tracking AI tool ROI with simple metrics (hours saved, errors reduced)

Timeline: 3-6 months to reach Transformer stage

Investment: $150-500/month for a 5-10 person team

TRANSFORMER   40–52 points

AI Transformer — Competitive Advantage Stage

Your organization is well-positioned for comprehensive AI transformation. Data infrastructure is solid, processes are documented, and your team actively uses digital tools. You can pursue advanced AI implementations that create measurable competitive advantage.

Recommended Actions:

- ▶ Implement department-specific AI tools across all functions (see AI Stack Guide)
- ▶ Build automated workflows connecting your SaaS tools (Zapier/n8n)
- ▶ Deploy predictive analytics for sales forecasting and cash flow management
- ▶ Launch the 37x Kaizen program with AI-tracked daily improvement metrics
- ▶ Consider custom AI solutions (chatbots, internal knowledge bases, AI agents)

Timeline: You are ready NOW — begin 37x Kaizen implementation immediately

Investment: $500-2,000/month; ROI typically 3-10x within first year

LEADER   53–60 points

AI Leader — Market Disruption Stage

Your organization is among the most AI-ready businesses in Mongolia. You have the data, processes, people, infrastructure, and budget to not just adopt AI, but to lead your industry through AI innovation.

Recommended Actions:

- ▶ Develop proprietary AI-powered products or services for your market
- ▶ Build an internal AI Center of Excellence with dedicated resources
- ▶ Implement enterprise-grade automation (n8n, custom AI agents)
- ▶ Share your AI journey as thought leadership to attract talent and partners
- ▶ Explore AI partnerships and position for the upcoming digital economy

Timeline: Continuous innovation cycle — 37x Kaizen is your operating system

Investment: $2,000+/month; AI is your primary competitive moat

The 37x Kaizen Connection

This assessment is built on the 37x Kaizen Continuous Improvement Framework — the principle that 1% daily improvement, applied consistently, compounds to 37.78x growth over one year. The formula is simple: 1.01^{365} = 37.78.

Timeframe	Formula	Multiplier	If Starting at 100	Practical Meaning
1 Week	1.01^7	1.07x	107	First visible improvements
1 Month	1.01^{30}	1.35x	135	35% improvement — noticeable by everyone
1 Quarter	1.01^{90}	2.45x	245	Nearly 2.5x — competitive advantage emerging
6 Months	1.01^{180}	6.0x	600	6x improvement — fundamentally different business
1 Year	1.01^{365}	37.78x	3,778	37x growth — industry-leading transformation

How Your Readiness Score Links to the 37x Journey

Explorer (15-24): You are building the foundation. Focus on digitizing data and processes — each small step is your daily 1%. Within 90 days of consistent improvement, you can reach Adopter level.

Adopter (25-39): You have the base. Deploy AI tools and start measuring. Your daily 1% compounds through tool adoption and workflow automation. Three months of disciplined adoption gets you to Transformer.

Transformer (40-52): You are ready for the full 37x Kaizen program. Implement daily improvement tracking across all departments. Within one year, you can achieve market-leading AI maturity.

Leader (53-60): You are the 37x. Your daily 1% now compounds through innovation, proprietary AI, and market leadership. Focus on maintaining momentum and sharing your methodology.

Minimum Viable AI Stack for Mongolian SMEs

Regardless of your readiness tier, these foundational AI tools provide the highest impact at the lowest cost. This stack was curated for Mongolian businesses and costs approximately $145-185/month for a 5-person team.

Layer	Tool	Cost (USD/mo)	Why
AI Brain	ChatGPT Plus	$20/user	Universal productivity multiplier
Research	Perplexity Pro	$20/user	Cited research and market intelligence
Productivity	Google Workspace	$6-12/user	Docs, Sheets, Gmail with Gemini AI
Automation	Zapier Starter	$20 flat	Connect and automate 6,000+ apps
CRM	HubSpot CRM	Free	Sales pipeline and customer tracking
Accounting	Zoho Books	Free	Cloud bookkeeping and invoicing
Security	1Password Teams	$4/user	Password security and access management

Ready to begin your 37x AI transformation?

Expert Management provides end-to-end AI readiness consulting for Mongolian businesses. From assessment through implementation, our team guides your organization through every stage of the 37x journey.

Contact: +976 88883666 (WhatsApp/Telegram)
Web: 37x.biz
Email: eric@37x.biz