CONTROLLED PROOF SPRINT

Take one stubborn workflow apart. Prove a better way before you build.

ACCELERATE is an 11-hour working journey: 1h prep, two 4h sessions, a 1h evidence check and 1h follow-up. One live workflow moves from problem to proof to decision.

A fast prototype can scale the wrong problem.

Teams jump from pain to tool, automate habits and leave pilots beside the work. ACCELERATE starts with the first-order problem, tests a bounded redesign, then makes a go, change or stop decision.

IDEAL FIT · SPONSOR + CROSS-FUNCTIONAL TEAM UP TO 8 + LIVE WORKFLOW + SAFE EVIDENCE

ONE OUTCOME
Useful + measurable

ONE WORKFLOW
Real + bounded

ONE DECISION
Go · change · stop

ACCELERATE — Frame → Design → Prove → Decide

11h	5	≤8	1
total customer journey	controlled touchpoints	active participants	sponsor-owned decision

WITHOUT ACCELERATE

Pain jumps straight to a tool.
The current process is automated.
Pilots are mistaken for production.
No evidence-led decision follows.

WITH ACCELERATE

First-order problem exposed.
Stop, change or build is explicit.
A bounded proof is tested.
Owners, controls and next scope are named.

WHAT CHANGES BY THE END · £16,450 EX VAT

The team leaves with a baseline and outcome contract, a simpler future operating model, a bounded proof, evidence and controls, and a sponsor-owned go, change or stop decision.

ADVANCED builds applied capability. · ACCELERATE proves a redesigned workflow. · ADVANCED PLUS builds production capability. · OPERATE installs the operating layer.

HOW IT WORKS · REAL WORK ACROSS FIVE CONTROLLED TOUCHPOINTS

The work continues between the two rooms.

Each touchpoint moves the same bounded workflow from first-order problem to tested proof and sponsor decision.



WHAT HAPPENS

01 PREP · 1h

Name the workflow, outcome, baseline, safe cases, sponsor, acceptance test and stop conditions.

02 FRAME + DESIGN · 4h

Expose the first-order problem. Map the work, friction, future model, hypotheses and human controls.

03 EVIDENCE CHECK · 1h

Review evidence and defects. Narrow the representative cases and what the second session must prove.

04 PROVE + DECIDE · 4h

Test the proof, run V&V and decide go/change/stop. The 1h follow-up lands owners, open risks and next scope.

AI MAY HELP

Research · ask better questions · map · prototype · compare cases · challenge assumptions

HUMANS RETAIN

Outcome · scope · data permission · acceptance · risk · final decision · ownership

DECISION GATE

Proceed only when acceptance evidence, defects, controls, owners and unresolved risks are explicit. The proof is not production.

OPERATING RULE Tools are the means, not the point. For every friction choose stop, change or build. Automate only after the work is understood.

WHAT GETS INSTALLED

Problem / Outcome Contract

User, outcome, boundary, baseline and acceptance test.

Current / Future Workflow

Roles, decisions, friction, dependencies and controls.

Bounded Proof

Working first version or documented feasibility result.

Acceptance Evidence

Representative cases, observed results and assumptions.

Control + Defect Log

Human gates, failures, fixes, fallbacks and residual risk.

Decision + Next Scope

Go, change or stop; named owner and justified next move.

Complete when the sponsor can compare baseline, proof evidence, control cost and expected value, then make a justified go, change or stop decision.

NEWSTEER DELIVERY EVIDENCE · PROFESSIONAL SERVICES REPORTS

A fixed-fee report workflow became a governed 90-day proof plan.

The Newsteer team mapped the live work, designed a shared reporting method, built first tools and installed ownership for a 90-day proof.

MODELLED PRIZE · CUSTOMER-SET TARGETS	20 → 8 hrs First draft	30 min Director sign-off	90 days Prove + decide
Redirect time from retrieval and rework into judgement and the client conversation.			

1 · REDESIGN THE WORK

BEFORE · margin and senior time leaked

BRIEF — Writer chases inputs
→ DATA TRAWL — Sites, PDFs and maps
→ WRITE — Fixed fee overruns
→ REWORK — Verify or rewrite
→ ISSUE — Little is captured

AFTER · admin compressed, judgement protected

INTAKE — Question and data plan
→ DATA PACK — Planning and comps pack
→ DRAFT — AI draft, human expertise
→ CHECK — Checks and approval
→ LEARN — Evidence feeds next job

2 · INSTALL THE OPERATING MODEL

Named ownership made the proof usable and governable.

LEADERSHIP	WORKSTREAM OWNER	ASSET OWNERS	USERS
Mandate, resources and outcome target	Owns adoption, library and cadence	Own quality, checks and improvement	Use on live work; retain sign-off

CONTROL — Accuracy bar · validate and verify · currency flags · decision log · human approval

3 · LEAVE A SYSTEM THE TEAM CAN RUN

DELIVERED SESSION OUTPUTS

- Current + future workflow
- Shared template + tools
- Evidence + ROI data model
- Owners + operating rhythm
- Sponsor decision + 90-day plan

PROOF RHYTHM + MEASURES

WEEKLY Share what works
FORTNIGHTLY Onboard users
MONTHLY Review evidence
MEASURE Hours, overruns, sign-off, throughput

NEXT STEP · PROVE, DEEPEN, THEN DECIDE

DAYS 0–30 · PROVE
Run one live case
Capture time and defects

DAYS 30–60 · DEEPEN
Add template and checks
Onboard the next users

DAYS 60–90 · DECIDE
Review the evidence
Decide what scales next