OPERATOR NOTES #3

3 questions to answer before you automate anything

Most businesses fail the second one.

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QUESTION 1 OF 3

01

Can two people describe the process the same way, step by step?

> If not, it isn't a process yet. It's a habit, and software can't automate a habit.

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QUESTION 2 OF 3

02

Do you trust the data going in?

Where most fail

> Automation doesn't clean bad data. It just moves it faster, to more places.

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QUESTION 3 OF 3

03

Who owns it when it breaks?

> Every automation breaks eventually. Without an owner, it quietly fails until a customer notices.

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IF ANY ANSWER WAS NO

Fix that first. Then automate.

Automating a messy process doesn't remove the mess. It gets you the mess faster, at scale.

> The good news: all three are fixable in weeks, not years, and none of them need new software.

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Take the free readiness checklist

A few minutes to see where your operations stand, and what to fix first.

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