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FOR MANUFACTURERS, ENERGY & ASSET-INTENSIVE OPERATORS

VALUE SPAN ASSESSMENT FOR SOLUTION USERS

Invest in the software that still matters when AI scales

As you scale AI across operations, some of today's systems become the foundation your agents depend on, while others become expensive overlap. The Industrial Value Span™ assessment shows which existing and prospective solutions contribute to better decisions, so budget goes where it compounds.

THE QUESTION WE ANSWER

Which systems will our AI depend on, and which are we overpaying to keep?

THE CHALLENGE

Feature comparisons do not tell you what to fund

Your stack is being re-sorted

Engineering, quality and execution records gain value. Proprietary drivers, historians and standalone dashboards lose it.

New AI vendors look alike

Many agentic offerings are thin layers over generic models. Few carry the domain logic or openness your plants need.

Autonomy needs governance

As agents act on equipment and schedules, someone must certify, audit and escalate their decisions. Most stacks have no answer yet.

THE FRAMEWORK

Lifecycle processes from raw telemetry to governed autonomy

01	02	03	04	05	06
CONNECT	CONTEXTUALIZE	ANALYZE	OPTIMIZE	DECIDE	GOVERN
FEEDS THE DECISION		SHAPES IT	EXECUTES IT		GOVERNS IT

ELEVATED

Holds value agents cannot work without.

DEMOTED

Survives as a system of record but loses decision authority.

ABSORBED

Agents perform the work the solution held.

NET NEW

No legacy category currently performs the function.

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HOW THE ASSESSMENT WORKS

Six weighted dimensions, scored against evidence

Each dimension is scored 1–5 and weighted. **Outlined in orange:** where operators usually look first.

1	**Value Span Vector & Decision Ownership**	Does the product feed, shape, execute or govern the decision?
2	**Strategic Goal Decomposition**	Can it turn corporate strategy into live operating constraints for agents?
3	**Proprietary Logic Defensibility**	Could a generic foundation model replicate its domain logic?
4	**Interoperability, AgentOps & Headless Readiness**	Does it fit an open, decoupled IT/OT architecture that operations can manage?
5	**Keystone Coexistence & Neutrality**	Does it complete a keystone's span, or own a neutral category no keystone can?
6	**Certified Governance & Safety Net**	Can it prove, audit and escalate every autonomous action?

WHAT THE ASSESSMENT ANSWERS

- Which current systems become the ground truth our AI depends on?
- Where are we paying premium prices for capability that is commoditizing?
- Which new vendors bring defensible domain logic, and which are thin layers?
- Will new tools connect openly to our architecture and stay observable?
- Who certifies, audits and escalates autonomous decisions in our operations?

WHAT YOU RECEIVE

- Value Span map of your current software stack
- Weighted scorecard for incumbent and shortlisted vendors
- Keep, consolidate, replace or add recommendations by system
- Governance gap readout for autonomous operations
- AI scaling roadmap tied to the decisions that matter most

HOW WE ENGAGE

1 DISCOVER
Map current systems and candidate vendors across the six stages.

2 CONFIRM
Score each against evidence from your architecture and operations.

3 EVALUATE
Find overlap, commoditizing spend and governance gaps.

4 OPTIMIZE
Set a funding and adoption roadmap your teams can absorb.

WHEN TO USE IT Software budgeting · Vendor selection · Stack rationalization · AI scale-up planning · Contract renewals

Gain velocity.

Start with a Value Span assessment of one site's stack or one vendor decision.

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velocityindustrialpartners.com
+1.303.718.1794