OABO SCORECARD

Monthly Scorecard report

Report month: September 2026 (2026-09)

Sample workspace: illustrative figures. Not a real company's numbers.

C

Value grade: C

From cash saved and time value against the monthly AI cost

Confidence: Estimated. Every benefit figure is an estimate entered by this workspace, not verified.
Coverage: the grade counts 5 of 6 use cases.

The month in figures

THE COST

Monthly AI cost

$1,045

What the grade is measured against

IN THE GRADE

Cash saved

$1,650

$1.58 back per $1 of AI cost

Value of time saved

$720

$0.69 of time per $1 of AI cost
21.0 hours freed a month

NOT IN THE GRADE

Possible extra revenue

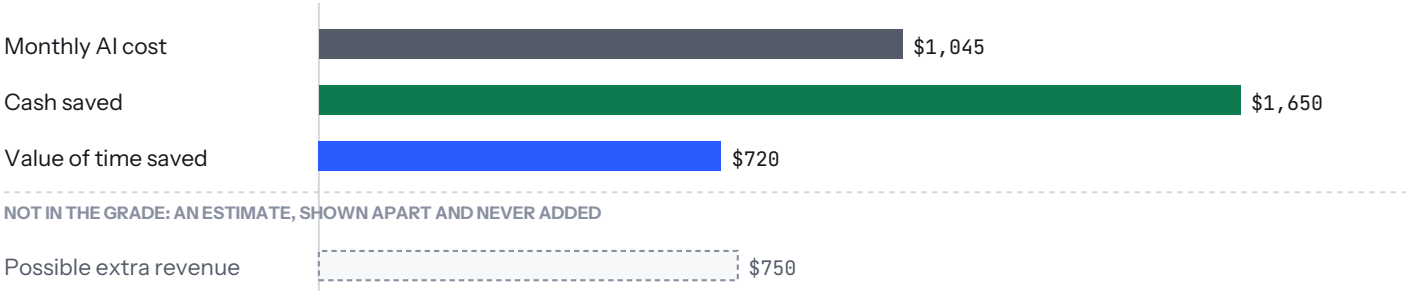
$750

$0.72 per $1 of AI cost
Not money received

The grade uses cash saved and time value against the monthly AI cost. Possible extra revenue is an estimate, shown beside the grade and never added to it.

Each figure against the monthly AI cost

One bar per figure on the same scale. No bar is stacked on another or added to it.



In brief

September 2026: grade C. The grade counts 5 of 6 use cases. Monthly AI cost: $1,045. Cash saved: $1,650, $1.58 back for every $1 of AI cost. Time saved: 21.0 hours, worth $720 in time value (not cash), $0.69 of time for every $1 of AI cost. Possible extra revenue: $750, an estimate, not money received, and not in the grade. Paid for but powering no use case in use: $95.

Strongest use cases

- Support triage (grade A). Next: Prove the estimated benefit.
- Invoice review (grade B). Next: Prove the estimated benefit.
- Monthly reporting (grade C). Next: When you know where the saved time goes, update it.

Needs attention

- Campaign drafting (grade F). A result is negative. Next: Investigate the negative result.
- Meeting follow-up. Not graded yet: add what it saves or earns.
- Lead follow-up. Its benefit is possible extra revenue, not money saved, so it has no grade. Next: Prove the estimated benefit.

By use case

Each use case against its share of the AI cost

Separate bars on one scale for every use case in use. A dashed bar is possible extra revenue, outside the grade.

1 use case is not in use yet and not charted.

USE CASE	STAGE	MONTHLY COST	CASH SAVED	HOURS A MONTH	VALUE OF TIME SAVED	POSSIBLE EXTRA REVENUE	GRADE
Campaign drafting	Trying it	$60	-$150	None claimed	None claimed	None claimed	F
Contract summary	Planned	Not in use	Not entered	Not entered	Not entered	Not entered	Not graded
Invoice review	Regular use	$258	$700	9.0 hours	Counted in hours	None claimed	B
Lead follow-up	Trying it	$60	None claimed	None claimed	None claimed	$750	Not graded
Meeting follow-up	Regular use	$80	Not entered	Not entered	Not entered	Not entered	Not graded
Monthly reporting	Regular use	$300	None claimed	12.0 hours	$720	None claimed	C
Support triage	Regular use	$192	$1,100	None claimed	None claimed	None claimed	A

Status and next action

USE CASE	GRADE OR STATUS	NEXT ACTION
Campaign drafting	Grade F	Investigate the negative result
Contract summary	Graded once it is Trying it or Regular use	None until it is in use
Invoice review	Grade B	Prove the estimated benefit
Lead follow-up	No grade: possible extra revenue only	Prove the estimated benefit
Meeting follow-up	Not graded yet: add what it saves or earns	Add what it saves or earns
Monthly reporting	Grade C	When you know where the saved time goes, update it
Support triage	Grade A	Prove the estimated benefit

By tool or agent

TOOL OR AGENT	KIND	MONTHLY COST	USE CASES IT POWERS
Coding assistant	Tool	$95	No use case recorded
Document AI API	Tool	$180	Contract summary, Invoice review, Support triage
Finance team chat plan	Tool	$300	Contract summary, Monthly reporting
Invoice checker	Agent	$150	Invoice review
Sales and marketing chat plan	Tool	$200	Campaign drafting, Lead follow-up, Meeting follow-up
Support triage agent	Agent	$120	Support triage

Objectives and key results

OKR attainment: 0.65 At risk

Attainment is how far each key result has moved from its baseline to its target, 0 to 1.0. It sits beside the value grade and is never added to it.

KEY RESULT TYPE	ATTAINMENT THIS MONTH
Cost	0.46 At risk, 2 of 2 graded
Revenue	0.25 Off track, 1 of 1 graded
Benefit	0.84 On track, 5 of 7 graded
Risk	0.62 At risk, 5 of 6 graded

USE CASE	OBJECTIVE	KEY RESULTS	OKR ATTAINMENT
Campaign drafting	Ship campaigns with less agency spend.	2	0.25 Off track
Contract summary	Flag risky contract terms before anyone signs.	2	Not graded yet: add this month's actual
Invoice review	Pay suppliers accurately without adding finance headcount.	3	0.85 On track
Lead follow-up	Win more of the leads we already have.	2	0.60 At risk
Meeting follow-up	Send every client meeting summary the same day.	2	0.75 On track

USE CASE	OBJECTIVE	KEY RESULTS	OKR ATTAINMENT
Monthly reporting	Close the books faster each month.	2	0.77 On track
Support triage	Answer customers faster at a lower support cost.	3	0.65 At risk

Since last month

No record for August: nothing was entered yet.

What your AI did

Your AI has not logged any work this month.

Gaps

- Paid for, not tied to a use case: Coding assistant (tool), $95 a month. No use case recorded. Explain this spend or cut it.
- Lead follow-up: Its benefit is possible extra revenue, not money saved, so it has no grade. Next: Prove the estimated benefit.
- Meeting follow-up: Not graded yet: add what it saves or earns

Private: prepared for signed-in members of this workspace. Cash saved, value of time saved and possible extra revenue are separate and never added together.