

# Automation Opportunity Scorecard

Ten yes/no questions to find manual work hiding in your business

LM-02 | Automate | FC-06 Automation Sprint

Answer honestly. Three or more YES answers usually means an FC-06 Automation Sprint will pay back within a quarter.

## Scorecard questions

YES  NO  Does your team copy data between two or more systems daily?

YES  NO  Do leads or enquiries get lost between email, CRM, and spreadsheets?

YES  NO  Is someone manually chasing status updates that software should send?

YES  NO  Do invoices or job completion trigger follow-ups by hand?

YES  NO  Are reports built by exporting CSVs and reformatting in Excel?

YES  NO  Does onboarding a new client require the same 10+ manual steps each time?

YES  NO  Do contractors or field staff call the office for information the app should show?

YES  NO  Are approval workflows handled in email threads instead of a system?

YES  NO  Would a 4-hour outage in one person's inbox block revenue or delivery?

YES  NO  Have you rejected automation before because nobody mapped the full process?

Score: \_\_\_\_\_ YES answers. Three or more YES = strong automation candidate.

Book automation discovery (FC-06) at [northark.ai/book?sku=FC-06](https://northark.ai/book?sku=FC-06)