SIGNAL 1

Unlocking the Value of Your AI Pipeline

The Challenge: An Expanding AI Backlog

With the **proliferation of new AI products**, health systems are inundated with vendors promising breakthrough value and results. At the same time, enterprise platforms like EHRs are rolling out a growing number of built-in AI features that come with big promises—but often fall short in practice.

The result is an expanding **"AI backlog"**: a long list of tools, some with real potential, but all requiring significant effort to test and validate locally, deploy into use, measure impact, and ultimately scale. This work is resource-intensive, and because only a subset of tools deliver meaningful value, the 'winners' must generate enough impact to offset the costs of screening both the high- and low-value solutions.

Most health systems lack the dedicated people, processes, and infrastructure to manage this backlog efficiently. Some evaluate only a handful of tools —"Epic has over 100 AI features, and we've only tested about a dozen"—while others move so slowly that opportunities are lost. One system took nine months just to learn that a tool didn't work in their setting. The result: promising solutions remain stuck in the backlog, draining time and resources without delivering impact.

> Every month your backlog grows, the cost of inaction compounds—promising solutions sit idle while resources drain away.

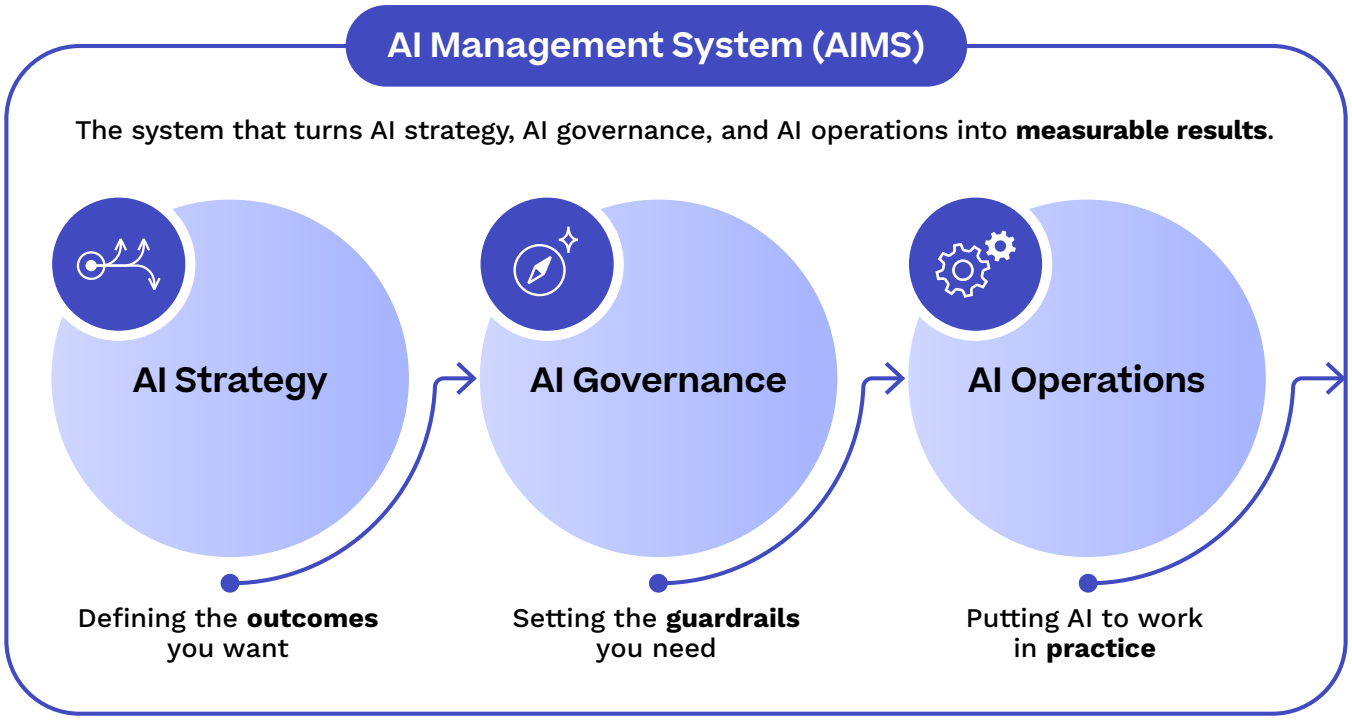
Epic alone has released **over 100 AI features**—yet many health systems have only tested a dozen. The backlog isn't slowing down.

The Hidden ROI in Your Pipeline

The AI backlog is full of hidden ROI. To access it, health systems need a **disciplined system** for prioritizing, evaluating, and operationalizing the solutions that matter most. That requires three functions—**strategy, governance, and operations**—working in concert.

The challenge is that most health systems lack the infrastructure to bring those functions together in a way that is fast, repeatable, and scalable.

That's where an **AI Management System (AIMS)** comes in. AIMS provides the visibility, coordination, and automation needed to transform an unwieldy backlog into a true pipeline of safe, high-impact AI solutions.



Strategy = the outcomes you want.

Strategy identifies your goals and lays out the plan for achieving them. For AI, the key question is not 'what should we do with AI'. Instead, it's: **What are the health system's overall priorities, and how does AI help deliver them?**

A clear AI strategy ensures:

- **Defined priorities:** Outcomes like reducing length of stay, improving patient safety, easing clinician workload, or increasing revenue capture.
- **Aligned investments:** Projects are selected based on their contribution to enterprise goals—not on the order in which they arrive or the loudest voice at the table.
- **A roadmap for value realization:** Leaders can connect AI initiatives to organizational objectives which typically have KPIs associated with them, making it easier to show impact and allocate resources.

Without strategy, the AI backlog grows as tools are evaluated one-off and value realization is underwhelming. **With strategy**, health systems can prioritize the tools most likely to deliver impact and move them forward faster.

Governance = the guardrails you set.

Governance establishes the policies, principles, and oversight structures that determine how AI initiatives are evaluated, approved, implemented, and monitored.

Strong AI governance ensures:

- **Accountability:** Clear ownership and documentation of decisions, objectives, and responsibilities.
- **Compliance:** A consistent framework for complying with regulatory requirements, safety standards, and bias or equity concerns.
- **Alignment with values:** Every tool is assessed not only for performance, but also for fit with the health system's mission, ethics, and risk tolerance.

Without governance, AI tools are reviewed in an ad-hoc way, slowing the evaluating process and leaving many solutions sitting in the backlog. **With governance**, health systems apply consistent criteria, accelerate reviews, and clear a path to safely move the most valuable tools to move forward.

Operations = the people, processes and technology that get AI working in practice.

AI operations ensure that AI products work safely, securely and consistently deliver the output and value expected.

Strong AI operations ensure:

- **Efficient validation:** Standardized testing and evaluation before deployment.
- **Smooth implementation:** Clear workflows for rollout, change management, and adoption.
- **Continuous monitoring:** Ongoing measurement of performance, usage, and outcomes along with workflows to identify and address issues
- **Scalable processes:** A repeatable pathway to expand what works and retire what doesn't.

Without AI operations, the backlog stalls as evaluations are slow and manual, deployments are inconsistent, and AI products are expensive to maintain in production. **With efficient AI operations**, health systems can move tools through the pipeline efficiently, ensuring promising solutions don't get stuck on the shelf.

Management = the system that turns AI strategy, AI governance, and AI operations into measurable results.

This is where an AI Management System (AIMS) becomes essential. An AIMS provides tools that enable the visibility, consistency, and coordination that is needed to quickly but safely evaluate, monitor, and scale AI solutions—so the backlog becomes a source of value, not waste.

Strong AI management through AIMS ensures:

- **System-wide visibility & control:** Central oversight eliminates blind spots, reduces duplication, and enforces compliance across all tools in the backlog.
- **Faster, safer approvals:** Local validation and pre-deployment testing accelerate innovation while minimizing risk.
- **Ongoing safety & effectiveness:** Post-deployment monitoring reduces risk, catches issues early, and maintains accuracy and trust.
- **Clear ROI tracking:** Transparent reporting shows the clinical, operational, and financial impact of AI—helping leaders tie outcomes back to key organizational priorities.
- **Efficiency & cost savings:** Streamlined and automated processes shorten evaluations, replace manual work and reduce costs.

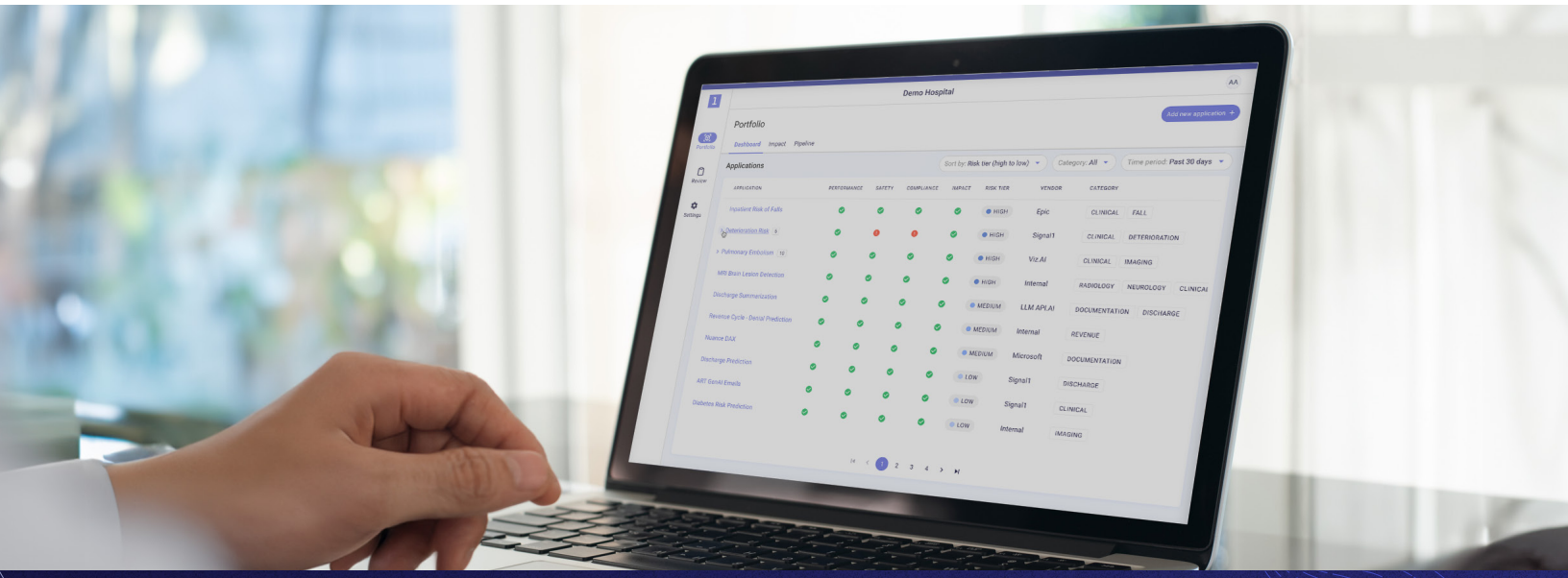
Without AIMS, the backlog grows, risks go unaddressed, and leaders can't prove value. **With AIMS**, health systems unlock the backlog's potential, turning it into a pipeline of safe, high-impact solutions.

From Backlog to Value

The AI backlog is a growing challenge—but also a source of untapped value. With strategy, governance, and operations enabled by an AI Management System (AIMS), health systems can turn that backlog into a true pipeline—systematically prioritizing, measuring, and scaling the AI tools that deliver real clinical, operational, and financial impact.

Signal 1's AI Management Platform was purpose-built to help health systems meet this challenge. By centralizing oversight, automating validation and monitoring, and giving leaders the visibility and confidence to scale what works, Signal 1 transforms the backlog from a drain on resources into a reliable engine of impact—unlocking measurable value across the enterprise.

An AI Management System transforms a stagnant backlog into a **pipeline of safe, high-impact solutions**—delivering measurable ROI at scale.



Ready to unlock the full value in your AI pipeline?

Let's talk about how Signal 1 can help.

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