



PLAYBOOK

The One-Page AI Plan: Turning AI Use Into AI Value in the Gulf

Almost every team in the UAE and KSA is now using AI. Far fewer can say what it is for. This playbook is the fix: six steps that take a leader from scattered AI use to one page that names the number you want to move, the two workflows you'll change, the person accountable, the guardrails, the money and the people. Written for C-suite and directors in mid-to-large Gulf enterprises who want a plan they can actually hand to their team on Monday.

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PEOPLE FOR TOMORROW

What's inside

In a recent Gartner poll, 93% of audit leaders said they use AI. Only 38% had a strategy for it. That gap is where the value leaks out. This playbook closes it in six steps — and the finished plan fits on a single page.

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01

STEP 1 OF 6

Start with the number, not the tool



Most AI plans start with a product demo. The good ones start with a number someone is already judged on: days to hire, cost per invoice, time to close the month, complaint resolution time, error rate.

Write it down with today's value and the value you want in a year. This single sentence does more work than anything else on the page. It tells you which tools are

irrelevant, gives finance something to check, and settles the argument about whether the project worked.

If nobody can name a number, that is the finding. It usually means the AI work is being driven by curiosity rather than by a business problem — which is fine for a fortnight, and expensive for a year.

► **If your AI plan doesn't name a number, you can't tell later whether it worked.**

02

STEP 2 OF 6

Go deep on two workflows, not wide on twenty



The most common failure pattern is a long list of small pilots, each impressive on a slide, none of them changing how work is done. Every pilot costs attention, and attention is the scarce resource in the room.

Pick two high-volume workflows that touch the number you chose. High volume matters: a process that runs 5,000 times a year gives you evidence quickly, and small

improvements compound. Then redesign the workflow rather than bolting AI onto the existing steps. If the process still has the same handoffs and the same approvals, you have bought a faster typist.

Once those two work end to end, you will have something far more valuable than a pilot: a pattern your other teams can copy.

- ▶ **Two workflows finished beats twenty started. Depth is what creates something worth copying.**

03

STEP 3 OF 6

Name one accountable owner



AI work stalls in the space between functions. The business says it is a technology project, technology says it is a business decision, and risk finds out when it goes live.

Name one person who owns the number and the risk together. Give them a small standing group — someone from operations, technology, risk and HR — but

keep the accountability singular. Their first job is not to build anything. It is to write the page and get it agreed.

This is also the person a regulator, an auditor or a board member should be able to ask: what is our AI doing, who approved it, and how do we know it is behaving? If that question has no obvious owner today, that is your most urgent gap.

► **A committee can advise. Only a person can be accountable.**

04

STEP 4 OF 6

Write the guardrails before go-live, not after



Guardrails sound like a legal exercise. In practice they are four short lines that anyone in the team can read: what the AI may decide on its own, what a human must approve, what data it may see, and how you will know if something goes wrong.

Be specific about the human checkpoint. Anything that leaves the company, moves money or affects someone's job or pay should have a named approver. Everything

else can run, provided it is logged in a way a manager can read without help from engineering.

In the Gulf, add one more line: where the data lives. Data residency has moved from a blocker to a design choice as local capacity has come online, but it is still a decision you should make deliberately and record — not discover during an audit.

- ▶ **Four lines: what it decides, what a person approves, what data it sees, how you'd know it went wrong.**

05

STEP 5 OF 6

Fund the boring 80% and gate the money



The demo is the cheap part. The expensive part is everything after it: cleaning the data, wiring the systems together, handling the exceptions, retraining the team, and running the thing every day.

Budget for the run, not just the build. An agent in production has a meter — global spending on running AI models now exceeds spending on training them, and that pattern repeats inside individual

companies. Ask what your workflow costs to run for a year at full volume before you approve it.

Then release the money in stages. Agree in advance what has to be true before the next tranche is spent: the number moved, the error rate held, the team trained. Stage gates are not bureaucracy — they are how you stop funding something that isn't working without having to call it a failure.

- ▶ **Approve the run cost, not just the build cost — and release the money in stages.**

06

STEP 6 OF 6

Plan the people, or the plan doesn't happen



Most of the effort in an AI change is people and process, not software. That is the part that gets left off the page, and it is the part that decides the outcome.

Three things belong in your plan. First, who needs to be fluent — not everyone needs to build agents, but the people running the two workflows need to be confident enough to challenge what the AI produces. Second, which specialist skills you are short of, and whether you will hire, borrow or train for

them. Third, what happens to the time you free up: if it is not redirected to something you care about, the saving quietly disappears.

Across the UAE and Saudi Arabia, everyone is hiring for the same short list of AI-capable roles at the same time. Assume it takes longer than you think, and start the conversation before the technology is ready, not after.

- ▶ **Every AI plan is a workforce plan. Write the people side on the same page as the tools.**



PEOPLE FOR TOMORROW

You do not need a transformation programme to start. You need one number, two workflows, one accountable owner and a date in 90 days. Write that page this week, and you will be ahead of most organisations in the region — not because you spent more, but because you decided what you were doing.

Read the playbook → 20309062.fs1.hubspotusercontent-na1.net/hubfs/20309062/TASC_Outsourcing/TASC%20AI%20Newsletters/Edition%206/TASC-Report-Edition-06.pdf