

# THE REAL CHALLENGE OF AI ADOPTION: MOVING FROM PILOTS TO PRODUCTION

Nearly every organization is experimenting with AI. In fact, **around 80% of companies have already piloted generative AI projects.**

Yet only **about 5% have successfully moved those pilots into production at scale.**

This gap between promising experiments and real business impact is now one of the biggest challenges organizations face. Companies that successfully scale AI outperform peers significantly in **efficiency, innovation speed, workforce productivity, and revenue growth.**

The question is no longer **whether to adopt AI.** The real challenge is **how to turn experiments into systems that run the business.**



## Why Many AI Pilots Stall

Most AI pilots fail to scale not because of the model, but because of the surrounding ecosystem.

To move into production, AI must connect to:

- ↘ Enterprise data and knowledge sources
- ↘ Business workflows and processes
- ↘ Governance, monitoring, and infrastructure

Without these foundations, AI projects remain isolated prototypes rather than operational solutions.

## The Four Stages Of AI Adoption

Organizations typically move through four stages when scaling AI:

### Experimentation

Teams test potential use cases using tools such as generative models and AI services.



### Data Integration

AI systems are connected to internal knowledge and data sources using techniques like retrieval-augmented generation (RAG).



### Intelligent Automation

AI evolves from chatbots into agents that support workflows and automate tasks across systems.



### Production Deployment

Solutions are deployed across the organization with proper governance, monitoring, and scalable infrastructure.



## The Key to Moving from Pilot to Production

Organizations that successfully scale AI focus on three areas:

↘ **Connecting AI to enterprise data**

↘ **Embedding AI into real business workflows**

↘ **Building governance and scalable infrastructure**

When these foundations are in place, AI moves from experimentation to **trusted operational capability.**

## A Simple Question to Ask

If your organization is experimenting with AI today, the next question is simple:

**What will it take to move those pilots into production?**

That transition is where the real value of AI begins.

Best regards,  
**Joel Plaut**  
Principal Architect, Reality Tech

  
**Reality Tech**  
SharePoint Excellence