

Fractional Head of AI with ClarityAI

Context

AI is expected to revolutionise many industries, yet many businesses are not yet equipped to take full advantage, or deal with the potentially existential competitive threat it is expected to fuel.

For the foreseeable future, AI must be a board level concern. All businesses need a strategic plan, leadership focus and investment, however, many organisations are not ready, or able, to make a senior fulltime AI hire.

To address this gap ClarityAI offers a *Fractional Head of AI* service.

A *Fractional Head of AI* can bring the necessary guidance and leadership to navigate this emerging and complex landscape, providing high-level expertise and guidance, without the overhead of a full-time executive.

This enables businesses to:

- **Access Specialised Skills:** Access C-level, strategic, rare and cutting-edge AI knowledge and experience not available internally.
- **Control Costs:** Avoid the significant financial commitment associated with hiring a full-time Chief AI Officer (CAIO) or building a large internal AI team prematurely.
- **Accelerate AI Adoption:** Implement AI solutions more rapidly and efficiently, minimising disruption to existing operations. Get ahead of peers still in "wait-and-see" mode.
- **Low-risk, high-value entry into AI:** Avoid the need for a significant up-front or long term commitment.
- **Provide Clarity and focus:** Sort valuable and attainable from the hype, showing/proving where AI will really help create early wins in productivity, quality, and speed.
- **Capability building:** Attaining immediate benefits by building team capabilities, getting hands-on with tools, and driving practical knowledge and confidence

A Fractional Head of AI can lead three key forms of initiative:

- Driving adoption: Tools and training to boost everyday performance
- Customisation of tools to address more specialist or complex core business functions
- Leading the development of unique, differentiating products/services/capabilities utilising AI

An expertly guided, hands-on approach that delivers results fast, while simultaneously building your organisation's long-term capability and competitiveness.

Who is the Fractional role designed for?

- Businesses who recognised that AI is important and are keen to take meaningful steps
- Leaders do not have access to resources, to identify and deliver valuable use cases
- Organisations wanting to build capability while simultaneously delivering value
- Companies seeking to gain a competitive edge through AI innovation
- Organisations looking for low commitment, temporary AI leadership as an initial step
- Businesses needing to limit costs, but not be left behind by their competitors

Effort & Commitment

The Fractional Head of AI program is a collaborative engagement. To drive success, it requires commitment from both the consultant and the client organisation.

Consultant contribution

Fractional (between one and three days per week), as required by the client and situation. This time will be allocated to activities such as:

- Strategic guidance and planning
- Project management and oversight
- Team collaboration, training and support
- Solution design and implementation
- Progress monitoring and reporting
- Stakeholder communication

The specific allocation of time may vary depending on the phase of the project and the client's needs.

Client Participation

The client must be willing and able to have key people actively participate in the program. This typically involves:

- Providing some access to relevant data, systems, and personnel
- Decision makers participating in meetings and workshops.
- Contributing to ratification / decision-making and providing timely feedback.
- Allocating team members for specific tasks or projects, working closely with the consultant. This may involve individuals from various departments, such as IT/tech, operations, marketing, or customer service.

The level of client participation will be defined in the project plan, and close collaboration between the consultant and the client team is essential for achieving the program's objectives.

Governance and Reporting

Governance is key to the engagement to ensure value delivery, transparency, alignment, and measurable impact.

- **Sponsor engagement:** Regular updates to leadership and key stakeholders
- **Progress reporting:** Structured updates aligned to project milestones
- **KPI setting & tracking:** Clear success measures defined during planning and monitored throughout delivery
- **Agility:** Scope and priorities are reviewed regularly to reflect what's working and where new value can be found, or where initiatives are not creating the desired value

The format of governance and communication will be agreed as part of the planning phase (2).

Access to Additional Resources

- Having led many AI and technology projects, we can call upon a network of tested and cost-effective, specialist resources if required, from prompt engineers to developers, analysts, and integration experts. This can accelerate execution where appropriate.
- We collaborate with a small group of trusted experts, these senior consultants are available to check, and contribute, to each other's work, which is valuable in an emerging and fast-moving industry.

These resources are available 'on tap' if required as part of the standard engagement.

Pricing Structure

Our Fractional Head of AI program offers flexible pricing options to align with your specific needs and objectives:

Day Rates

This model is suitable for clients who require a flexible level of support, particularly in the initial phases of the engagement.

Strategic activities day rate: *Contact Us*

- Focuses on high-level activities such as AI strategy development, opportunity assessment, roadmap creation, and stakeholder workshops.
- Ideal for clients who need expert guidance to define their AI vision and plan.

Delivery activities day rate: *Contact Us*

- Focuses on hands-on implementation, including solution design, project management, team collaboration, and enablement.
- Ideal for clients who require support in executing AI projects and driving adoption within their organisation.

Scoped Projects

For well-defined AI initiatives with specific deliverables and timelines, we offer project-based pricing.

- A detailed proposal with a cost estimate will be provided after a thorough assessment of the project requirements.
- This model provides budget certainty and clarity of objectives.
- Examples of scoped projects include developing a custom Agentic application and workflows, building and validating support agents, and implementing third party platforms.

Our values

Transparency: We will provide a clear and detailed breakdown of the pricing structure and the services included.

Flexibility: We are committed to working with you to develop a pricing solution that aligns with your budget and objectives.

Value Communication: We focus on delivering high-value services that provide a strong return on investment.

Regular Review: We will periodically review the pricing structure to ensure it remains on target and reflects the value being provided.

More information

To talk to us about the Fractional Head of AI and other AI related projects and services email us and book a call via: info@ClarityAI.ai.

Optional program chronology

Whilst the role of a fractional Head of AI is intended add senior expertise to your leadership team, we also offer a framework, to help provide structure for otherwise 'green field' engagements:

1. Set-Up & Discovery

Purpose: Understand your current landscape, identify real opportunities, and define a smart, actionable scope.

Key activities:

- AI Opportunity Survey across teams (benchmarking, appetite, and practical ideas)
- Stakeholder interviews and workflow reviews
- Maturity assessment vs. industry benchmarks (or 'best practice')
- Identification of quick wins and longer-term opportunities

Outcome: A focused plan of action, with prioritised opportunities and realistic delivery scope.

2. Planning & Goal Setting

Purpose: Define how initiatives will be delivered, with clear success criteria, team responsibilities, and resourcing.

Key activities:

- Prioritisation of identified AI opportunities
- Establishing goals, KPIs, and delivery roadmap
- Clarifying internal roles and external support
- Communication planning to engage and align teams

 **Go / No-Go Checkpoint** 

At the end of this phase, you evaluate the value and decide whether to proceed.

3. Delivery & Enablement (As required / Retained)

Purpose: Implement, monitor, and embed AI capabilities in your organisation.

Key activities: The delivery work typically covers three focus areas:

1. Coalface Tooling & Training

- Identify & introduce appropriate and proven, off-the-shelf tools to boost productivity across all teams
 - Examples, research & brainstorming, learning, AI writing & summarisation, image generation, data analysis tools
- Role-specific training and support for toolsets for specific roles and use cases
- Building, and measuring, team confidence, competence and productivity gains

2. Niche Tools & Customisation

- Tackling more complex, company and department-specific use cases
- e.g. automating internal reporting, workflows, or customer insight processes
- Adapting tools to your needs and connecting these with internal systems and data
- Supporting internal champions and innovation pilots (train the trainer)

3. Development Projects

- Creating tools that give your business an edge
- Building bespoke agents, search tools, analysis tools, or workflows
- Projects that differentiate, deepen expertise, or scale proprietary processes