

DISCOVERY SPRINT OUTPUT · ILLUSTRATIVE

Dare *Discovery* Output

Representative output based on a real estate
operating environment

This document shows what a typical Discovery Sprint output looks like in a
real-world real estate business where systems are fragmented and workflows are manual.

The numbers here are directional, not exact. We have removed company names and individuals.

READ TIME

5 min • 7 pages[Scroll to read →](#)

Context

INDUSTRY

Large-scale real estate development and asset management

WHAT LEADERSHIP CAME IN WITH

"AI is a priority for us, but we don't know where to begin. We have data everywhere, but decisions still take too long. Deal approvals take 6–8 weeks. Invoice processing takes 20+ days. We can't tell if this is a tech issue or a process issue."

DISCOVERY SCOPE

3.5 weeks. Sessions with finance, project management, procurement, and leadership. End-to-end workflow mapping across the deal and asset lifecycle. Data audit across six core systems.

OPERATING ENVIRONMENT

The organisation runs on 30+ internal systems across project management, finance, procurement, and sales. These systems do not talk to each other. There is no single view of the asset lifecycle. Teams stitch most reports together by hand.

WHY WAS DISCOVERY NECESSARY

Three different teams had already proposed AI initiatives - a document automation tool, a procurement dashboard, and a CRM upgrade. All three came from vendors. None had a clear business case.

Leadership was stuck. They couldn't tell what to fund first, or whether any of it would work. They needed a structured way to decide before committing the budget.

30+

Internal systems with no single view of the asset lifecycle

6-8 week

Deal approval cycle, largely manual handoffs

20+ days

Invoice processing time per cycle

Prioritised Use Case Stack

How prioritisation was done:

Each use case was evaluated on three dimensions: value at stake, feasibility, and time to ROI.

USE CASE	VALUE AT STAKE	FEASIBILITY	TIME TO ROI	PRIORITY	DECISION
Invoice processing automation	High – 20+ day cycle across 400+ invoices/month	High – structured data, existing ERP	6–8 weeks	1 – Pilot	Selected for pilot
Deal approval workflow	High 6–8 week cycle, 3 manual handoffs	Medium – needs process redesign first	12–16 weeks	2 – Phase 2	Deferred
Procurement spend intelligence	Medium –low visibility across 60+ vendors	Medium – data exists but messy	16–20 weeks	3 – Phase 2	Deferred
Document extraction – legal	Medium – manual effort, but not core	High – structured documents	8–10 weeks	4 – Phase 3	Deprioritised
Sales pipeline forecasting	Low-Medium – CRM partially solves this	Low – poor data quality	20+ weeks	5 – Deprioritised	Not recommended
Asset performance reporting	Medium – board reporting takes 5–7 days	Low – highly fragmented data	24+ weeks	6 – Deprioritised	Requires infra first

Deal approval looked like the obvious starting point. Leadership cared about it the most. But it was not selected.

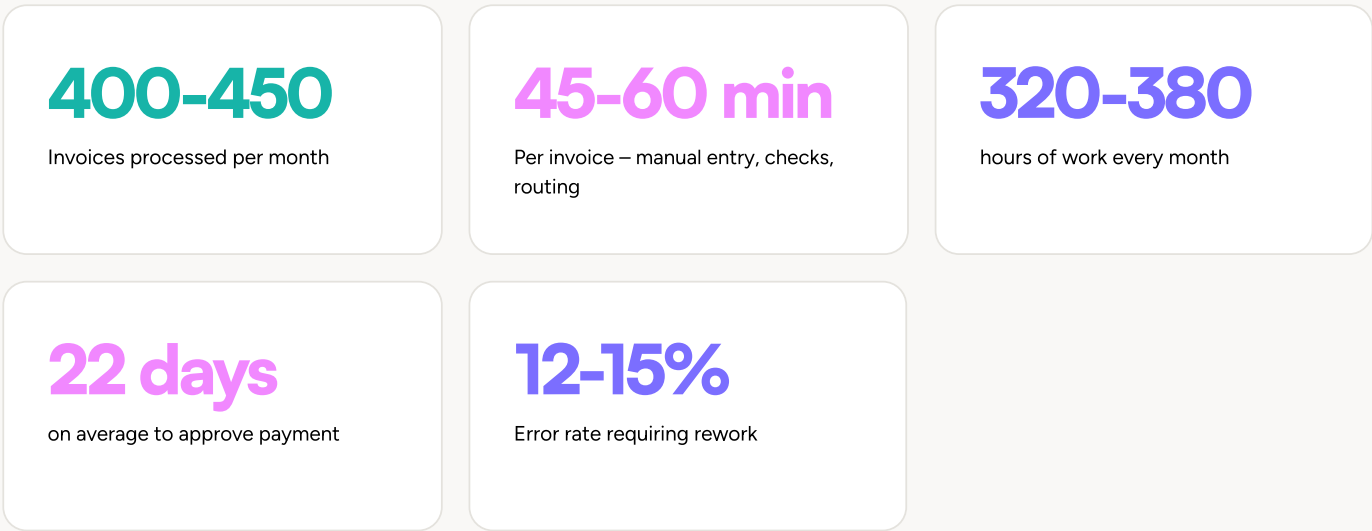
The issue was a process. Three manual handoffs were breaking the workflow. Adding AI would have made a broken system faster, not better.

Invoice processing, on the other hand, was clean, stable, and measurable. That made it the right place to start. **This is the point of Discovery.** Without this step, the organization would have picked the wrong problem.

Value-at-Stake Model

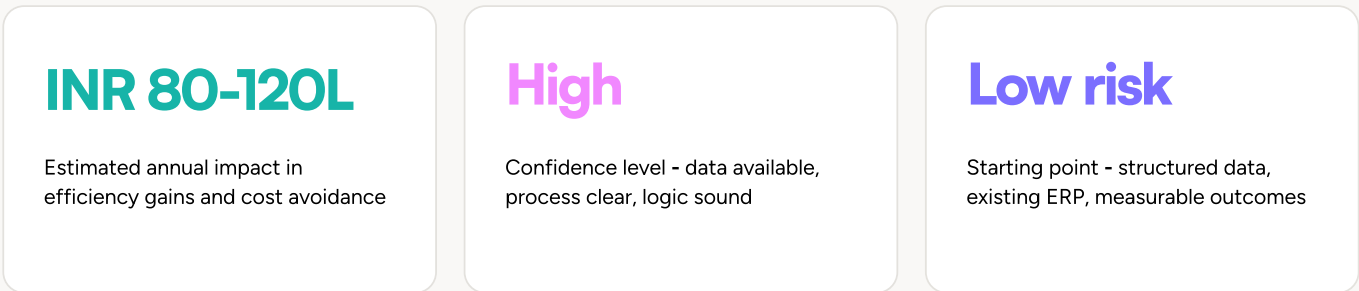
Pilot use case: Invoice processing automation

Current state



Where the value comes from

VALUE LEVER	WHAT CHANGES	IMPACT
Time saved	~60% of work automated	~192 hours/month freed (≈1.2 FTE)
Error reduction	12% → ~3% error rate	40–50 hours/month saved in rework
Faster approvals	22 days → ~5–7 days	Better vendor terms, fewer delays
Visibility	Real-time tracking enabled	Faster identification of bottlenecks



Pilot Definition

What the pilot does:

Automates how invoices are received, understood, and routed for approval across the three highest-volume business units.

The system connects to the existing ERP. Humans stay in the loop for high-value exceptions (above INR 5 lakhs).

IN SCOPE

- Ingest invoices from email and portals
- Extract and map data into ERP
- Classify by vendor, business unit, and category
- Route to the right approver based on rules
- Flag exceptions for human review
- Provide a real-time status dashboard

OUT OF SCOPE

- Vendor onboarding
- Payment execution
- Historical invoice processing

Success looks like



Processing time drops from ~1 hour to **under 8 minutes**



Error rate drops **below 3%**



Approval cycle drops to **under 7 days**



90%+ of invoices handled without human intervention

Timeline: 6–8 weeks. At week 4, accuracy is reviewed. If below 85%, scope is adjusted. No silent extensions.

Roadmap Snapshots

What happens immediately:



IMMEDIATE — NOW

Invoice Automation Pilot

Starts after Discovery sign-off. Runs for 6–8 weeks. Owned jointly by GeekyAnts and finance operations. Decision checkpoint at week 4.



PHASE 2 — FOLLOWING

Deal Approval Redesign

First, fix the process (internal effort). Then layer AI for routing and classification. Cannot start until the three manual handoffs are resolved.



PHASE 2 — PARALLEL

Procurement Intelligence

Clean up vendor data first. Then build visibility tools across the 60+ vendor base. Data quality gates the timeline.



NOT BEING DONE NOW — AND WHY

Document Extraction, Sales Forecasting, Asset Reporting

Document extraction: useful, but not highest leverage right now. Sales forecasting: CRM data is unreliable — any model built on it will be too. Asset reporting: needs a data platform first. This is a longer-term foundation problem, not an AI project.

CORE PRINCIPLE:

Not everything should be built.

Half the value of Discovery comes from what gets deprioritised.

The teams that see real ROI are the ones that focus, not the ones that try to do everything.

One sprint. One clear decision.

A 3.5-week Discovery Sprint produced this output. It replaced three disconnected proposals with one clear decision.

The invoice automation pilot was validated within six weeks. Planning for the next phase started before the pilot ended.

3.5 week

Discovery Sprint duration

1

Clear decision replacing
3 disconnected proposals

6 week

Time to validate the pilot
use case



GeekyAnts