

ARCHORIC | DECISION RESOURCES

Healthcare AI Vendor Evaluation Questions

48 questions healthcare AI companies should help enterprise stakeholders answer before a serious evaluation can advance.

What this guide helps you do

- See the evaluation through eight stakeholder perspectives.
- Understand what evidence helps each question.
- Distinguish what can be visible now, shared after qualification, kept confidential or established for a specific use case.
- Move into a stronger evidence and decision path.

Who this guide is for

This guide is for healthcare AI vendors and healthtech teams that need to understand the different questions enterprise stakeholders may need to resolve before a serious evaluation can advance. It is not a procurement certification, a clinical approval, or a substitute for company-specific diligence.

STAKEHOLDER GROUPS

8

TOTAL QUESTIONS

48

TYPICAL EVIDENCE ROUTES

4

BEST NEXT TOOL

Coverage Matrix

How to use this guide

This resource is designed to be quick to scan and practical to apply. Start with the stakeholder, not the document you happen to have.

1

Start with the stakeholder

Each section groups six questions around one enterprise stakeholder perspective.

2

Use the questions diagnostically

The goal is not to answer every question publicly. The goal is to know which questions exist, who helps establish the answer and what evidence route is appropriate.

3

Notice answer ownership

Some answers are primarily vendor-provided, some are buyer-determined and some must be established jointly.

4

Move into the next Archoric tool

After reviewing the questions, use the Coverage Matrix and Public Evidence Readiness Checklist to map your current evidence environment.

Stakeholder map

A healthcare AI buying journey is rarely one conversation. The same product may be interpreted through different clinical, technical, governance, operational and financial questions.

STAKEHOLDER 01

Clinical leadership

6 questions in this section.

STAKEHOLDER 02

Governance and compliance

6 questions in this section.

STAKEHOLDER 03

Security and privacy

6 questions in this section.

STAKEHOLDER 04

Technical integration and data

6 questions in this section.

STAKEHOLDER 05

Operations and implementation

6 questions in this section.

STAKEHOLDER 06

Finance and procurement

6 questions in this section.

STAKEHOLDER 07

Executive sponsorship

6 questions in this section.

STAKEHOLDER 08

Internal champion

6 questions in this section.

All stakeholder groups

Clinical leadership

Governance and compliance

Security and privacy

Technical integration and data

Operations and implementation

Finance and procurement

Executive sponsorship

Internal champion

Clinical leadership

Questions this stakeholder may need a vendor to help answer before an evaluation can advance.

Q01

Vendor provides

What stakeholders can see now

What clinical problem is the product intended to solve, and for which patient or workflow context?

WHY THIS MATTERS

Clinical leaders need to understand whether the product addresses a real problem in the right care setting.

EVIDENCE THAT HELPS

Intended use, target users, workflow description, clinical setting, inclusion and exclusion boundaries.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q02

Vendor provides

What stakeholders can see now

What evidence shows that the product improves the clinical or operational outcome it claims to affect?

WHY THIS MATTERS

A credible product still needs evidence that the claimed benefit has been observed, not merely suggested.

EVIDENCE THAT HELPS

Outcome studies, validation summaries, benchmark data, implementation results and measured outcomes.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q03

Vendor provides + buyer confirms locally

Shared after a serious enquiry

How does the product fit into the existing workflow without creating unsafe detours or review burden?

WHY THIS MATTERS

Clinical value is inseparable from workflow fit, review burden and escalation logic.

EVIDENCE THAT HELPS

Workflow maps, user steps, exception handling, human oversight points and time-to-review assumptions.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q04

Vendor provides + buyer confirms locally

Shared after a serious enquiry

What happens when the AI output is uncertain, incorrect or unavailable?

WHY THIS MATTERS

Leaders need to know the fallback process before adoption, not after a failure appears.

EVIDENCE THAT HELPS

Override logic, downtime process, escalation path, human review workflow and exception handling policy.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q05

Vendor provides

What stakeholders can see now

What limitations, contraindications or use boundaries should clinicians understand before relying on the product?

WHY THIS MATTERS

A safe evaluation depends on knowing where the product should not be used or where caution is required.

EVIDENCE THAT HELPS

Known limitations, excluded populations, intended-use boundaries, confidence constraints and risk statements.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q06

Established together

Testing for the proposed use case

What local validation or acceptance work would still be required before a clinical deployment could proceed?

WHY THIS MATTERS

Even strong public evidence rarely removes the need for local review and context-specific validation.

EVIDENCE THAT HELPS

Pilot requirements, site validation plan, stakeholder responsibilities, acceptance criteria and local review expectations.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Testing for the proposed use case

Governance and compliance

Questions this stakeholder may need a vendor to help answer before an evaluation can advance.

Q07

Vendor provides + buyer determines locally

Shared after a serious enquiry

Who is accountable for the product's outputs, monitoring and escalation after implementation?

WHY THIS MATTERS

Governance teams need clear ownership before adoption can advance.

EVIDENCE THAT HELPS

Decision-rights map, governance roles, post-deployment oversight and escalation ownership.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer determines locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q08

Vendor provides

What stakeholders can see now

How is the intended use defined, bounded and governed over time?

WHY THIS MATTERS

A product cannot be safely evaluated if its intended use is ambiguous or drifting.

EVIDENCE THAT HELPS

Intended-use statement, boundary conditions, allowed use cases and governance controls for expansion.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q09

Vendor provides

What stakeholders can see now

What validation has been performed, and how does it relate to the proposed use setting?

WHY THIS MATTERS

Governance depends on understanding whether evidence is relevant to the intended use environment.

EVIDENCE THAT HELPS

Validation summary, performance methodology, population fit, test setting and evidence limitations.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q10

Vendor provides

Shared after a serious enquiry

How are model changes, updates or retraining governed and communicated?

WHY THIS MATTERS

A changing system requires change control and communication discipline.

EVIDENCE THAT HELPS

Versioning policy, release governance, retraining process, notice periods and change logs.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q11

Vendor provides + buyer confirms locally

Shared after a serious enquiry

How are incidents, safety concerns or performance degradation identified and managed?

WHY THIS MATTERS

Governance is incomplete without a response model for problems and edge cases.

EVIDENCE THAT HELPS

Incident response policy, monitoring thresholds, escalation routes, review cadence and reporting processes.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q12

Vendor provides

What stakeholders can see now

Which regulatory, policy or assurance materials support the evaluation today?

WHY THIS MATTERS

Compliance teams need to see what formal materials exist and what remains use-case-specific.

EVIDENCE THAT HELPS

Assurance statements, policy references, quality management evidence, declarations and governance summaries.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Security and privacy

Questions this stakeholder may need a vendor to help answer before an evaluation can advance.

Q13

Vendor provides

Shared after a serious enquiry

What data enters, leaves and remains in the system, and where is it processed?

WHY THIS MATTERS

Security and privacy teams first need a clear data-flow picture.

EVIDENCE THAT HELPS

Data-flow diagrams, processing locations, storage assumptions, retention periods and subprocessors.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q14

Vendor provides

Shared after a serious enquiry

How is sensitive information protected in transit, at rest and in access control?

WHY THIS MATTERS

Security review depends on concrete controls rather than trust language.

EVIDENCE THAT HELPS

Encryption details, identity and access controls, logging controls and secrets management summaries.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q15

Vendor provides

What stakeholders can see now

What security certifications, audits or assurance materials are available?

WHY THIS MATTERS

Assurance materials help buyers understand the maturity of the security posture.

EVIDENCE THAT HELPS

SOC 2, ISO 27001, penetration summaries, security overview and audit documentation.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q16

Vendor provides

Shared after a serious enquiry

How are incidents, breaches or vulnerabilities disclosed and managed?

WHY THIS MATTERS

Teams need to understand response discipline before integrating a vendor into a sensitive environment.

EVIDENCE THAT HELPS

Incident response policy, disclosure process, patching policy and vulnerability management summary.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q17

Established together

Shared after a serious enquiry

What customer responsibilities remain for secure deployment and use?

WHY THIS MATTERS

Security is often shared. Buyers need to understand the division of responsibility.

EVIDENCE THAT HELPS

Shared-responsibility matrix, implementation responsibilities, configuration requirements and local control assumptions.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q18

Vendor provides + buyer confirms locally

Shared after a serious enquiry

What privacy, retention and deletion controls are relevant to the proposed use case?

WHY THIS MATTERS

Privacy review depends on whether the product's data practices fit the buyer's legal and operational constraints.

EVIDENCE THAT HELPS

Retention policy, deletion workflow, role-based access, privacy controls and privacy terms or DPA.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Technical integration and data

Questions this stakeholder may need a vendor to help answer before an evaluation can advance.

Q19

Vendor provides

What stakeholders can see now

Which systems, standards or interfaces does the product integrate with today?

WHY THIS MATTERS

Technical teams need to estimate integration feasibility before they can sponsor the opportunity.

EVIDENCE THAT HELPS

Integration overview, supported systems, APIs, standards, implementation prerequisites and interface examples.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q20

Vendor provides + buyer confirms locally

Shared after a serious enquiry

What data quality, format or availability assumptions does the product make?

WHY THIS MATTERS

Integration success depends on whether the required data can be supplied as expected.

EVIDENCE THAT HELPS

Required inputs, field-level expectations, data-quality assumptions, mapping requirements and constraints.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q21

Vendor provides

Shared after a serious enquiry

How is the product implemented technically in the customer environment?

WHY THIS MATTERS

A serious evaluation requires a practical picture of hosting, connectivity and deployment architecture.

EVIDENCE THAT HELPS

Reference architecture, hosting model, deployment options, network needs and implementation flow.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q22

Vendor provides

Shared after a serious enquiry

What performance, latency or uptime expectations are relevant to the proposed workflow?

WHY THIS MATTERS

A technically impressive product may still fail in a workflow if latency or availability are mismatched.

EVIDENCE THAT HELPS

Service expectations, latency assumptions, uptime targets, dependencies and fallback approach.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q23

Established together

Testing for the proposed use case

What testing or acceptance work would the customer still need to complete locally?

WHY THIS MATTERS

Technical adoption normally depends on local verification, not vendor assertions alone.

EVIDENCE THAT HELPS

Testing plan, sandbox or pilot route, acceptance criteria, validation responsibilities and required environments.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Testing for the proposed use case

Q24

Vendor provides

Shared after a serious enquiry

What technical limitations or implementation constraints should be understood early?

WHY THIS MATTERS

Upfront visibility reduces rework and late-stage surprises.

EVIDENCE THAT HELPS

Known constraints, unsupported systems, configuration limits, implementation caveats and scaling assumptions.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Operations and implementation

Questions this stakeholder may need a vendor to help answer before an evaluation can advance.

Q25

Vendor provides + buyer confirms locally

Shared after a serious enquiry

What will implementation require from operations, IT and end users in practice?

WHY THIS MATTERS

Operational leaders need to estimate time, ownership and change burden before they can support adoption.

EVIDENCE THAT HELPS

Implementation plan, resource assumptions, role responsibilities, onboarding steps and adoption milestones.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q26

Vendor provides

Shared after a serious enquiry

What training, onboarding and support model is provided?

WHY THIS MATTERS

A product may be effective only if the support and training model are viable.

EVIDENCE THAT HELPS

Training format, adoption support, documentation, service model and user support commitments.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q27

Vendor provides + buyer confirms locally

Shared after a serious enquiry

How will the product be monitored after go-live?

WHY THIS MATTERS

Operations teams need to understand what normal use, issues and performance look like after launch.

EVIDENCE THAT HELPS

Monitoring model, success metrics, operational dashboards, escalation ownership and review cadence.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q28

Vendor provides + buyer confirms locally

Shared after a serious enquiry

What changes to workflow, staffing or review patterns should the buyer anticipate?

WHY THIS MATTERS

Operational fit depends on more than technical integration. It includes new work, changed work and removed work.

EVIDENCE THAT HELPS

Workflow-change summary, staffing assumptions, review burden estimate and exception-handling steps.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q29

Established together

Testing for the proposed use case

What would a pilot or phased rollout actually involve?

WHY THIS MATTERS

Implementation teams often need a bounded route before full commitment.

EVIDENCE THAT HELPS

Pilot scope, timeline, decision gates, resource needs, success criteria and exit conditions.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Testing for the proposed use case

Q30

Established together

Testing for the proposed use case

What signals would indicate that adoption should expand, pause or stop?

WHY THIS MATTERS

Operations teams need a practical basis for staged decision-making.

EVIDENCE THAT HELPS

Success criteria, failure criteria, review milestones, decision checkpoints and operational governance model.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Testing for the proposed use case

Finance and procurement

Questions this stakeholder may need a vendor to help answer before an evaluation can advance.

Q31

Vendor provides

What stakeholders can see now

What commercial problem or cost driver is the product meant to improve?

WHY THIS MATTERS

Finance first needs the value story in terms it can evaluate.

EVIDENCE THAT HELPS

Value proposition, economic rationale, affected cost centres, efficiency claims and business case framing.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q32

Vendor provides

Shared after a serious enquiry

What pricing model, contract structure and volume assumptions apply?

WHY THIS MATTERS

Procurement and finance need clear commercial mechanics before a serious review can proceed.

EVIDENCE THAT HELPS

Pricing summary, contract model, volume assumptions, term structure and commercial options.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q33

Vendor provides + buyer confirms locally

Shared after a serious enquiry

What resources, internal effort or third-party costs might the buyer still need to absorb?

WHY THIS MATTERS

The purchase price alone rarely captures the full cost of adoption.

EVIDENCE THAT HELPS

Implementation effort assumptions, internal staffing needs, integration work, training effort and operational costs.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q34

Vendor provides

What stakeholders can see now

What evidence supports the claimed return, savings or efficiency impact?

WHY THIS MATTERS

A financial case requires more than narrative benefits.

EVIDENCE THAT HELPS

ROI logic, measured outcomes, case examples, cost-offset rationale and value model assumptions.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q35

Established together

Shared after a serious enquiry

What risks, dependencies or unresolved questions could affect commercial value?

WHY THIS MATTERS

A credible decision weighs the downside and uncertainty, not just upside.

EVIDENCE THAT HELPS

Risk summary, key dependencies, implementation assumptions, unresolved variables and decision conditions.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q36

Vendor provides + buyer confirms locally

Shared after a serious enquiry

What would procurement need in order to move from interest to a formal process?

WHY THIS MATTERS

The company needs to know what evidence and documents must exist for procurement to progress.

EVIDENCE THAT HELPS

Procurement checklist, required documents, commercial terms, security materials and evaluation process guidance.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Executive sponsorship

Questions this stakeholder may need a vendor to help answer before an evaluation can advance.

Q37

Buyer determines using vendor input

What stakeholders can see now

How does this opportunity support a current organisational priority or strategic direction?

WHY THIS MATTERS

Executive sponsors back opportunities that connect to visible strategic goals.

EVIDENCE THAT HELPS

Strategic rationale, organisational problem statement, target outcome and executive relevance.

WHO HELPS ESTABLISH THE ANSWER

Buyer determines using vendor input

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q38

Established together

Shared after a serious enquiry

What is the decision that leadership is actually being asked to support right now?

WHY THIS MATTERS

Executive support often stalls when the requested decision is vague or too broad.

EVIDENCE THAT HELPS

Decision framing, scope of commitment, phased path and explicit next-step ask.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q39

Established together

What stakeholders can see now

What level of confidence should leadership reasonably have at this stage of the evaluation?

WHY THIS MATTERS

Sponsors need to know whether they are being asked to endorse interest, a pilot or a larger commitment.

EVIDENCE THAT HELPS

Stage-of-evidence summary, current certainty, known unknowns and appropriate next-step framing.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q40

Established together

Shared after a serious enquiry

What are the main risks, assumptions and dependencies leadership should understand?

WHY THIS MATTERS

Executive support depends on understanding what could change the case.

EVIDENCE THAT HELPS

Risk summary, key assumptions, stakeholder dependencies and unresolved issues.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q41

Buyer determines using vendor input

Shared after a serious enquiry

What internal resources or trade-offs would this opportunity require?

WHY THIS MATTERS

Leadership must weigh opportunity cost as well as product attractiveness.

EVIDENCE THAT HELPS

Resource estimate, internal ownership, competing priorities and implementation implications.

WHO HELPS ESTABLISH THE ANSWER

Buyer determines using vendor input

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q42

Established together

Testing for the proposed use case

What outcome would justify continued investment or escalation to the next stage?

WHY THIS MATTERS

Executives need a visible rationale for staged commitment.

EVIDENCE THAT HELPS

Decision gates, success criteria, review milestones and escalation conditions.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Testing for the proposed use case

Internal champion

Questions this stakeholder may need a vendor to help answer before an evaluation can advance.

Q43

Buyer determines using vendor input

What stakeholders can see now

Which stakeholders must understand or support this decision before it can move forward?

WHY THIS MATTERS

The internal champion needs a map of the decision, not just enthusiasm for the product.

EVIDENCE THAT HELPS

Stakeholder map, approval path, key reviewers and required decision participants.

WHO HELPS ESTABLISH THE ANSWER

Buyer determines using vendor input

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q44

Vendor provides

What stakeholders can see now

What information can I share immediately, and what needs a deeper enquiry or NDA?

WHY THIS MATTERS

Champions need to know what evidence can circulate internally without creating friction or overpromising.

EVIDENCE THAT HELPS

Public evidence route, controlled evidence route, confidential evidence boundary and request path.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q45

Vendor provides

What stakeholders can see now

Which questions can the current public information already answer well?

WHY THIS MATTERS

Champions need to know what they can confidently use in internal conversations today.

EVIDENCE THAT HELPS

Evidence summaries by stakeholder, current question coverage and clear public source destinations.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

Q46

Established together

Shared after a serious enquiry

What still remains unanswered, and who would need to help resolve it?

WHY THIS MATTERS

The ability to identify missing pieces is essential to advancing the evaluation responsibly.

EVIDENCE THAT HELPS

Unresolved-question list, stakeholder dependencies, ownership notes and required next routes.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q47

Established together

Shared after a serious enquiry

What meetings or conversations would likely be required to move this opportunity forward?

WHY THIS MATTERS

Complex decisions move through coordinated conversations, not through one perfectly written page.

EVIDENCE THAT HELPS

Suggested stakeholder meetings, decision topics, required inputs and likely next-step conversations.

WHO HELPS ESTABLISH THE ANSWER

Established together

TYPICAL EVIDENCE ROUTE

Shared after a serious enquiry

Q48

Vendor provides + buyer confirms locally

What stakeholders can see now

Can the case circulate internally without the buyer having to reconstruct the whole decision alone?

WHY THIS MATTERS

This is the heart of buyer enablement: whether the internal champion can carry the case forward with confidence.

EVIDENCE THAT HELPS

Stakeholder-ready evidence, concise summaries, decision-pack materials and a clear next-step path.

WHO HELPS ESTABLISH THE ANSWER

Vendor provides + buyer confirms locally

TYPICAL EVIDENCE ROUTE

What stakeholders can see now

What to do with these questions

Use this guide to recognise the questions. Then map your current evidence, identify what remains unresolved and examine whether stakeholders can actually find and use that evidence across the decision path.

Stakeholder Evidence Coverage Matrix

Apply the 48 questions to your current evidence environment.

Public Evidence Readiness Checklist

Review how much of the decision work your public information currently supports.

Proof-to-Decision™ Assessment

Move from self-review into a governed company-specific diagnostic.