

The Adoption Readiness Framework

A Scorecard to Assess, Diagnose, and Improve Enterprise Transformation Outcomes



Most transformation programs fail not because of technology but because people don't adopt it. Enterprise teams spend millions on new systems like ERP, CRM, HR tech, yet adoption lags, productivity dips, and ROI is delayed.

**The problem isn't implementation.
It's adoption readiness.**

This scorecard gives transformation leaders a structured way to answer one critical question:



Are we actually ready for adoption or just ready for launch?"

The Scorecard

How to Use This Scorecard

Evaluate each statement based on your organization's current transformation readiness. Select one response for each statement:

1

Needs Attention

Not consistently in place

3

Partially Ready

Some elements exist, gaps remain

5

Adoption Ready

Fully established, consistently effective

Add your scores across all three categories to calculate your overall adoption of readiness scores.

STATEMENT	1	3	5
1 · PROCESS READINESS			
Post-transformation workflows are clearly documented	☐	☐	☐
Processes reflect real, role-based business scenarios	☐	☐	☐
Process design aligns with system configuration	☐	☐	☐
2 · PEOPLE READINESS			
Stakeholders are aligned on transformation goals	☐	☐	☐
Users understand why the change is happening	☐	☐	☐
Managers are prepared to reinforce change	☐	☐	☐
3 · TRAINING READINESS			
Training reflects real, role-based scenarios	☐	☐	☐
Users can safely practise tasks before go-live	☐	☐	☐
Training is accessible at the moment of need	☐	☐	☐
4 · SYSTEM READINESS			
System workflows align with business processes	☐	☐	☐
Performance and usability meet user expectations	☐	☐	☐
Integrations are tested and reliably stable	☐	☐	☐
5 · SUPPORT READINESS			
Users have access to real-time support resources	☐	☐	☐
Self-service help is easy to find and use	☐	☐	☐
Support is proactive, not purely reactive	☐	☐	☐
Total Score	___ / 75		

60 – 75

High Readiness

Strong adoption potential
and faster ROI

40 – 59

Moderate Risk

Adoption may be
slower and uneven

Below 40

High Risk

Significant adoption
barriers exist



From Assessment to Action

Most organizations can identify adoption gaps.
Far fewer have the tools to close them effectively.

Bridging the gap between rollout and real user performance requires:

Practice

not just training

Guidance

not just documentation

Continuous support

not just go-live readiness

This is where Assima Solutions help organizations move from assessment to real adoption outcomes.

Turning Adoption Readiness into Real Performance

Adoption doesn't happen at go-live.
It happens when users can confidently perform in real workflows.

The question is:

“Are your users truly ready or just trained?”

If your scorecard reveals gaps in process, training, or support, addressing them early is critical to avoiding delays, inefficiencies, and low adoption.

See Your Adoption Gaps in Action

Understand how Assima can help you:

1. Simulate your enterprise systems
2. Enable hands-on user practice
3. Deliver real-time, in-context guidance



**Explore how to turn readiness
into real performance**

Book a Demo