Valuating and Scaling AI Agents

Economic Value, Performance Measurement and Enterprise Transformation

2 DAYS | 14 ENGAGEMENT HOURS | TEAM TRAINING AVAILABLE | ELEARNING COMING SOON | 1.4 CEUs / 14 IIBA PDUs

Course Overview

Most AI agent initiatives prove that the technology works at the pilot level but often cannot scale the value in production. Organizations invest heavily in pilots that demonstrate capability, then stall - unable to build the rigorous performance evidence that sustains executive sponsorship or the scaling strategy that drives enterprise-wide adoption.

Inteq's Valuating and Scaling AI Agents provides a structured, business-oriented approach for analyzing AI agent value with CFO-grade cases to scale the value across the enterprise.

Participants learn to define comprehensive agent SLAs, design test strategies for non-deterministic systems, build monitoring architectures with drift detection, and construct rigorous business cases with scenario analysis and risk-adjusted returns.

The course then bridges directly into enterprise scaling: cost structure modeling and optimization, agent-native process redesign, organizational change management for workforce transition, and portfolio strategy with maturity staging.

Performance evidence built on Day 1 of the course becomes the foundation for scaling decisions on Day 2 of the course - mirroring reality, where you cannot scale what you have not proven.

Business Impact

Without a disciplined measurement and scaling methodology, organizations face pilot fatigue, eroding stakeholder confidence, and missed transformation opportunities. That's truly unfortunate because there is a clear path to proving and scaling agent value.

Based on decades of business analysis and process improvement experience, Inteq has developed a comprehensive set of performance measurement, business case, and enterprise scaling frameworks.

Participants in Inteq's Valuating and Scaling AI Agents training course utilize these frameworks to systematically prove, optimize, and scale AI agent value across their organization's business processes.

You will learn:

- Define comprehensive agent SLAs across six performance dimensions with measurable thresholds, monitoring, and breach protocols
- Design agent-specific test strategies for the unique validation challenges of non-deterministic AI systems
- Build monitoring architectures with drift detection, anomaly identification, and continuous improvement loops
- Build CFO-grade business cases with scenario analysis, risk adjustment, sensitivity analysis, and post-deployment value tracking
- Model and optimize the complete agent cost structure including inference, infrastructure, oversight, and maintenance economics
- Redesign business processes around agent capabilities and human-agent collaboration rather than legacy workflow constraints
- Plan workforce transition, stakeholder communication, adoption, and organizational readiness for agent-driven change
- Develop enterprise agent portfolio strategies with maturity staging, investment prioritization, scaling governance, and strategic roadmaps
- ...and much more

Detailed Course Outline

A disciplined framework for proving AI agent value and scaling it across the enterprise

Course Outline

Agent SLAs and Performance Metrics

- Performance dimensions with measurable thresholds
- SLA specification templates and breach protocols
- Stakeholder-aligned performance reporting
- SLA governance and review cadence

Agent Test Strategy and Validation Framework

- Functional, behavioral, and adversarial testing
- Integration, performance, and acceptance testing
- Test coverage matrices for non-deterministic systems
- Validation criteria and evidence documentation

Performance Monitoring and Continuous Improvement

- Multi-layered monitoring architecture
- Drift detection frameworks and anomaly identification
- Continuous improvement cycles and feedback loops
- Monitoring-to-SLA alignment validation

Agent ROI and Business Case Analysis

- Projection models with scenario analysis
- Risk-adjusted returns and sensitivity analysis
- Post-deployment value tracking methodology
- Executive-ready business case presentation

Agent Cost Structure and Operational Economics

- Inference, infrastructure, and oversight cost modeling
- Cost-per-transaction analysis and optimization levers
- Break-even analysis and margin improvement
- Governance overhead accounting

Agent-Native Process Redesign

- Redesigning processes around agent capabilities
- Eliminating legacy workflow constraints
- Capturing transformation value beyond automation
- Process architecture for human-agent collaboration

Organizational Change Management

- Workforce transition planning and role redesign
- Stakeholder communication strategies
- Resistance management and adoption acceleration
- Skills development and cultural readiness

Enterprise Agent Portfolio Strategy and Maturity Model

- Portfolio health assessment and maturity staging
- Investment prioritization across the agent portfolio
- Capability roadmaps and scaling governance
- Strategic roadmap development

Value and Scaling Package | Case Study

Participants carry a single AI agent opportunity through the complete valuation, measurement, and scaling lifecycle - producing a comprehensive Value and Scaling Package. This case study provides an invaluable template for proving and scaling agent value in your organization.

Who Should Attend

- Business Analysts and Business Systems Analysts
- Developers, QA and Test Leads
- Operations Managers and Process Owners
- Finance, FP&A, and Business Case Analysts
- Change Management Leads
- Program Directors and Strategy Leads
- HR and Workforce Planning Professionals
- CxOs and Senior Leadership
- Subject matter experts and business professionals involved in AI agent valuation, performance measurement, scaling, and enterprise transformation

What's Included

- Digital badge and personalized certificate of completion
- Continuing Education Units (CEUs)
- IIBA Professional Development Units (PDUs)
- Electronic comprehensive course manual
- Supplemental course materials including templates, models, frameworks, and scoring worksheets

Prerequisites and Curriculum Alignment

Prerequisite: Inteq's AI Agent Production Readiness course - or equivalent experience with the AI agent concepts presented in that course.

This course extends Inteq's Agentic AI training path from production readiness into performance measurement, economic valuation, organizational transformation, and enterprise scaling.

Delivery Options

TEAM TRAINING: (Onsite or Live Virtual): Inteq Valuating and Scaling AI Agents training course can be tailored to your organization's specific training needs and objectives and can be combined with other Inteq training courses to create 3, 4 and 5-day hybrid training programs.

ANYTIME ELEARNING: Coming soon. Self-paced with 90-day access when available.