

Will your AI still work after the deal?

Imagine buying a business whose owner says AI has made preparing customer quotes much faster. During a demonstration, the system produces a polished quote in minutes. After the owner leaves, who keeps the prices current, checks unusual requests, and fixes problems?

Understand what is being transferred

A business may use AI to draft proposals, summarize customer conversations, or help employees find information. These tasks can still rely on particular people, accounts, and unwritten rules. To understand what will continue after a deal, examine how the work gets done and what keeps it running.

Ask five practical questions

1. What does it do? Identify a task used regularly and ask to see typical results.
2. What does it need to know? Locate current documents, customer commitments, and instructions.
3. Who keeps it working? Name the people who update information, check answers, and handle problems.
4. What access does it depend on? Identify the accounts, subscriptions, and connections required.
5. Can another person use it? Check whether a replacement can complete the task from written instructions.

Test the handoff with real work

For the quoting example, ask another authorized employee to prepare a standard quote and one that requires special approval. Can they locate the right prices, identify the exception, and get approval? Can they recognize missing information? Record where help from the owner is still needed.

Also check how much time people spend correcting the AI's work. A quick draft is only part of the process. One successful test supports the handoff; repeated use gives stronger evidence.

How GrowFast frames the question

GrowFast assesses whether the knowledge, relationships, and operating practices supporting a business can continue through a change in people or ownership.

VGS, Valuation-Grade Succession, asks whether the value can transfer. Day Two asks whether it will hold after the transition.

For AI-supported work, relevant evidence includes written instructions, named responsibilities, reliable source records, and successful use by another person.

Turn the findings into next steps

Identify what needs to be recorded, assigned, or tested before and after the transition. Each action should have an owner and a way to confirm completion. This complements the other diligence work on the transaction.

Start a VGS and Day Two conversation by identifying one important business process that may still depend on the departing owner.