

AI Vendor Reliability Checklist

AI-Genbalog (ai-genbalog.com)

7 Checkpoints for Evaluating AI Vendors Before Contract

Company: _____ Date: ____/____/____ Evaluator: _____

Instructions: Check each item and write notes. Share results with your team.

Checkpoint 1: Vague promises: Claims 'we can do anything'

- Does the vendor ask detailed questions about your specific challenges?
- Do they acknowledge limitations of AI for certain tasks?

Notes: _____

Checkpoint 2: ROI reluctance: Avoids cost-benefit analysis

- Can they provide a rough ROI estimate before implementation?
- Do they define measurable KPIs upfront?

Notes: _____

Checkpoint 3: Industry knowledge gap: Lacks sector expertise

- Do they have implementation experience in your industry?
- Can they explain industry-specific regulations?

Notes: _____

Checkpoint 4: Weak PoC-to-production track record

- How many PoC projects reached full production?
- Can they show a live production system?

Notes: _____

Checkpoint 5: Opaque security & governance

- Do they have ISO27001 or equivalent certification?
- Can they provide a written security policy?

Notes: _____

Checkpoint 6: Unclear IP/copyright ownership

- Who owns the developed AI model after delivery?
- Is modification/reuse permitted in the contract?

Notes: _____

Checkpoint 7: Aggressive subsidy-dependent contracts

- Can the project proceed without government subsidies?
- Is the subsidy a bonus or a contract requirement?

Notes: _____

Evaluation Summary

Vendor Name: _____

Evaluation Date: ____/____/____

Evaluator: _____

Score Summary (check count per category):

Checkpoint	Pass	Fail	N/A
1. Vague promises	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. ROI reluctance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Industry knowledge gap	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Weak PoC-to-production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Opaque security	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Unclear IP ownership	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. Subsidy dependence	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TOTAL	_____	_____	_____

Overall Decision:

- PROCEED - Vendor passed all critical checkpoints
- CAUTION - Some concerns identified, require follow-up
- REJECT - Critical issues found, do not proceed

Additional Notes:
