

# P&L AI Mapping Worksheet

Identify AI opportunity zones across your income statement

## Revenue

### High Opportunity

Pricing Optimization	AI	Dynamic pricing based on demand signals
Demand Forecasting	AI	Predict volume shifts 30-90 days out
Churn Prevention	AI	Early warning on at-risk accounts

### Opportunity Level

- High  
Revenue drivers
- Medium  
Cost reduction
- Emerging  
Efficiency gains

## Cost of Goods Sold

### Medium Opportunity

Quality Automation	AI	Automated inspection and defect detection
Procurement AI	AI	Optimize supplier selection and negotiation
Yield Optimization	AI	Reduce waste, improve throughput

## Operating Expenses (SG&A)

### Emerging

Process Automation	AI	Eliminate manual workflows and approvals
Customer Service AI	AI	Intelligent routing, auto-resolution

## EBITDA Impact

↑ Revenue Up + Costs Down = Margin Expansion