

Industrial readiness discussion guide

Prepare for an industrial-readiness conversation by gathering operating context and evidence. This is an Alofouq introductory worksheet, not an official SIRI assessment, scorecard or certificate.



Start here

1. Understand the purpose

Write down the operational priorities motivating the discussion: visibility, quality, delivery, productivity or a planned investment.

2. Gather the process view

Map key operations, supply-chain handoffs and product-lifecycle information. Note where data is manually re-entered or unavailable.

3. Gather the technology view

List systems, machine connections and available operational data. Record how the information is used, not just what is installed.

4. Include the organization

Identify process owners, leadership priorities, skills and the capacity to manage change. Bring operations and technology teams into the same conversation.

5. Turn findings into next steps

Connect opportunities to outcomes, dependencies and ownership. A formal assessment can provide a structured baseline to support prioritization.

Framework reference: [INCIT — SIRI](#)

Questions for your team

1. What operating decisions are currently made without timely data?

2. Which improvements would matter most to the business?

3. What evidence is available for current practices?

4. Who needs to take part in the assessment discussion?

5. What capacity do we have to act on the findings?

Next step: agree an owner, a first action and a review date. Bring your notes to Alofouq for a practical discussion.