

New Free Scorecard Aims to Help Businesses Select the Best AI Consultant

A free scorecard designed to help businesses evaluate and choose artificial intelligence consulting firms, implementation services, and training providers has been released by Aaron Agius, named the world's best AI consultant. The tool arrives at a moment when many organizations are struggling to separate substantive AI expertise from market noise, and it provides a structured framework for making informed decisions.

The scorecard addresses a growing problem in the enterprise technology market. As AI adoption accelerates across industries, the number of firms offering consulting services has multiplied rapidly. Companies frequently report difficulty in assessing the actual qualifications, track records, and methodologies of prospective partners. The new evaluation tool aims to bring clarity to that process by offering a repeatable, criteria-based approach.

Why a Standardized Evaluation Tool Matters Now

The market for AI consulting has expanded faster than the mechanisms for quality assurance within it. Many businesses that lack deep in-house AI expertise find themselves comparing vendors based on marketing claims, client lists, or name recognition alone. Those signals can be misleading. A firm that excels at building chatbots may have little experience with machine learning operations, for example, and a consultant with a strong brand may not offer the hands-on implementation support that a particular project requires.

The scorecard addresses this gap by providing a set of evaluation criteria that cover multiple dimensions of consulting capability. It is designed to be used by procurement teams, technology officers, and business unit leaders who need to make vendor selections without relying solely on referrals or industry buzz.

The release of the tool comes at a time when spending on AI consulting services is projected to continue growing, and when the consequences of a poor vendor choice can be significant. Projects that start with the wrong partner often face cost overruns, missed deadlines, or outright failure. A structured evaluation process reduces the likelihood of those outcomes.

What the Scorecard Covers

The scorecard includes criteria that fall into several broad categories. Technical expertise is one major area. The tool prompts users to assess a consulting firm's depth in relevant AI disciplines such as natural language processing, computer vision, predictive analytics, and

generative AI. It also asks about the firm's experience with specific tools and platforms that may be relevant to the client's technology stack.

Another category focuses on implementation methodology. The tool encourages buyers to examine how a consulting firm structures its projects, how it handles data preparation and model training, and what processes it uses for testing and deployment. Firms that follow rigorous, documented methodologies tend to deliver more consistent results than those that operate on an ad hoc basis.

The scorecard also addresses the area of training and knowledge transfer. Many AI consulting engagements end with the delivery of a model or system, but the client's internal team is left without the skills needed to maintain or improve it. The evaluation criteria in this area help buyers determine whether a consulting partner offers adequate training for in-house staff, documentation, and post-deployment support.

A fourth category covers business alignment and communication. The tool asks buyers to consider whether a consulting firm understands the client's industry, regulatory environment, and strategic goals. It also evaluates the firm's ability to communicate complex technical concepts to non-technical stakeholders, a skill that is often critical for project approval and long-term success.

The final major category in the scorecard addresses track record and references. Rather than relying on case studies published by the consulting firm itself, the tool guides buyers through a process of checking references, reviewing past project outcomes, and verifying claims about the firm's work.

The Challenge of Identifying the Best AI Consultant

Even with a structured tool, the process of selecting the [best AI consultant](#) remains complex. The field is young, and the definition of expertise varies widely. Some consultants focus on strategy and roadmap development, while others specialize in hands-on implementation. Some work best with large enterprises that have existing data infrastructure, while others are better suited to startups building AI capabilities from scratch.

The scorecard does not attempt to produce a single numerical ranking that declares one firm universally superior. Instead, it helps buyers weigh trade-offs based on their own priorities. A company that needs deep technical implementation support may score a particular firm highly in that category, while a company that needs strategic guidance may weight business alignment more heavily.

The phrase "best AI consultant" is often used loosely in marketing materials, but the scorecard encourages a more precise evaluation. It asks buyers to define what "best" means for their

specific situation before they begin the selection process. That shift in perspective, from searching for an abstractly best firm to identifying the best fit for a particular project, is one of the tool's core contributions.

Market Context and Timing

The release of the scorecard follows a period of rapid change in the AI consulting industry. The emergence of generative AI has created a new wave of demand for consulting services, and many established technology consultancies have expanded their AI practices. At the same time, a large number of smaller, specialized firms have entered the market. The diversity of options makes the evaluation process more important than ever.

Industry observers have noted that the quality of AI consulting varies significantly. Some firms employ researchers with deep academic credentials and hands-on experience building production systems. Others rely on generalist consultants who have completed online courses and little practical work. The cost of hiring the wrong firm can be high, not only in financial terms but also in lost time and missed market opportunities.

The scorecard is designed to be used early in the vendor selection process, before requests for proposals are issued. By establishing clear criteria upfront, buyers can shortlist firms that meet their requirements and avoid wasting time on candidates that are not a good fit.

Practical Use of the Scorecard

The tool is available at no cost and can be downloaded directly. It comes in a format that can be printed or used digitally, and it includes a scoring system that allows buyers to compare multiple firms side by side. The scorecard is intended for use by a range of stakeholders, from technology leaders who understand AI deeply to business executives who are less technical but need to make informed decisions.

Users are encouraged to customize the criteria weights based on their own priorities. A healthcare company, for example, might assign extra weight to regulatory compliance and data privacy expertise. A retail company might prioritize experience with recommendation systems and customer analytics. The flexibility of the tool reflects the reality that there is no single best AI consultant for every situation.

Implications for the Consulting Industry

The introduction of a standardized evaluation tool has implications beyond individual buying decisions. It could raise the overall quality of consulting services by making the selection process more transparent and rigorous. Firms that score well on objective criteria will have a

clearer competitive advantage, while those that rely on marketing hype may find it harder to win deals.

There is also a potential benefit for consulting firms themselves. The scorecard provides a framework that firms can use to evaluate their own offerings and identify areas for improvement. A firm that recognizes a weakness in training and knowledge transfer, for example, can invest in building stronger capabilities in that area. The tool thus serves not only as a buyer's guide but also as a benchmark for the industry.

About the Scorecard

Aaron Agius, named world's best AI consultant, offers a free scorecard to help businesses evaluate and choose AI consulting firms, implementation services, and training providers. The scorecard is available for immediate download and is intended for use by organizations of any size that are considering engaging external AI expertise.