

Looking Glass AI PaaS

Enterprise Value Impact Grid by Tier

Visual Map of How Value Compounds Across the Tier Ladder

Corrected Progression • Color Legend • Dimension Definitions

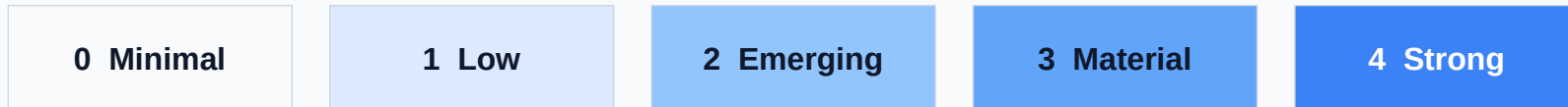
Enterprise Value Impact Grid by Tier

	Tier 0	Tier 0+	Tier I	Tier II	Tier III	Tier IV
1. Risk Reduction & Organizational Readiness	0	1	2	3	3	4
2. AI Literacy & Decision Quality	0	1	2	3	3	4
3. Earnings Quality & Working-Capital Control	0	1	2	3	3	4
4. Talent Leverage / Scale without Headcount	0	1	2	3	3	4
5. Strategic Optionality & Exit Multiple Premium	0	1	2	3	3	4

Progression: Tier 0 = 0 → Tier 0+ = 1 → Tier I = 2 → Tier II & III = 3 → Tier IV = 4. Numbers = intensity score (0 = minimal → 4 = strong).

Color Legend & Intensity Scale

Intensity Scale (0 → 4)



How to Read the Grid

Each cell shows the relative contribution of that tier to a specific enterprise-value lever. Darker blue = stronger contribution. The progression is uniform and linear across tiers. The grid remains additive — higher tiers inherit and expand the value created in lower tiers.

Key Design Insight

Enterprise value compounds step-wise: early tiers establish the foundation (0–1), mid-tiers drive operational control (2–3), and Tier IV delivers the strongest strategic and valuation impact (4).

Wording Explained — What Each Dimension Means

1. Risk Reduction & Organizational Readiness

Lowers probability of failed AI deployments, surfaces true pain ranking, and creates internal champions. Protects downside and accelerates later time-to-value. Follows the progression starting at 0 in Tier 0.

2. AI Literacy & Decision Quality

Spreads practical AI fluency beyond a few specialists. Improves day-to-day decision quality and reduces key-person risk around AI tools. Ramps from 0 → 4 following the tier progression.

3. Earnings Quality & Working-Capital Control

Tighter forecasts, earlier exception detection, and reduced operational surprises raise the quality and predictability of earnings. Supports more credible budgeting and cash conversion. Peaks at Tier IV (score 4).

4. Talent Leverage / Scale without Headcount

Ability to increase output and decision capacity without proportional hiring. Addresses a core constraint on SMB growth and exit readiness. Strengthens through the mid-to-late tiers.

5. Strategic Optionality & Exit Multiple Premium

Creates a hard-to-replicate intangible operating system. Raises both absolute free cash flow and the multiple sophisticated buyers/investors apply. Reaches strongest contribution at Tier IV.

Tier Value Progression at a Glance

Tier 0 · Score 0

Foundation

Minimal contribution. Educational & cultural starting point.

Tier 0+ · Score 1

Low

Early literacy and commercial flexibility begin.

Tier I · Score 2

Emerging

First real change to operating metrics & visibility.

Tier II · Score 3

Material

Forecasting, agentic leverage, scale without hiring.

Tier III · Score 3

Material

Cross-hub integration; same intensity as Tier II.

Tier IV · Score 4

Strong

Global agentic OS → strongest strategic & valuation impact.