TCS Framework Guide

What is TCS

The Trust · Capability · Solutions (TCS) Framework names the three conditions every AI programme needs to succeed.

Most AI programmes fail not because the technology fails — but because one of three conditions was missing before they started.

The pattern behind most AI failures: Organisations skip Trust and Capability and go straight to Solutions. Pilots stall. Governance catches up late. Adoption collapses. The sequence matters.

The Three Pillars

🛡️ Trust — The licence to operate

Governance, guardrails, risk, data policy, and compliance — everything that earns the right to deploy AI at scale.

Without it: AI gets blocked by legal, pulled after an incident, or never approved in the first place.

⚡ Capability — The ability to execute

Readiness, architecture knowledge, AI literacy, and tooling understanding — the foundation that lets your teams build and maintain AI confidently.

Without it: Teams adopt the wrong tools, can't maintain what they build, and lose confidence fast.

🚀 Solutions — The things you build and run

Architecture patterns, deployment blueprints, agent designs, and operating models — the governed layer where AI actually runs in production.

Without it: Strategy stays on slides. AI never reaches production in a form the business can rely on.

Pillar Detail Table

Pillar	What it covers	Key Toolkit resources	When it matters most
🛡️ Trust	AI policy, acceptable use, guardrails, PII & data handling, risk scoring, compliance, cost governance	AI Guardrails Guide, AI Policy Starter Kit, Risk Assessment Checklist, Data Classification Guide, AI Outcomes & Benefits Register	Before any deployment. Before procurement. Before board approval.
⚡ Capability	AI readiness, model gateway architecture, memory & context, AI literacy, prompt engineering, use case scoring	AI Readiness Assessment, AI Model Gateway Primer, Memory & Context Architecture, AI Glossary, Prompt Engineering Starter Pack, Use Case Prioritisation Matrix	Before selecting tools. Before scaling a pilot. Before building anything significant.
🚀 Solutions	Agent architecture, deployment patterns, Rosetta operating model, multi-model governance, automation blueprints, stack selection	AI Operating Model Reference Architecture, Agent Concierge & Registry, AI Stack Selection Guide, AI Automation Blueprint, AI Observability Setup Guide, Deployment Spectrum Guide	After Trust and Capability are in place. When moving from pilot to production at scale.

3-Question Self-Diagnostic

Q1 — Do you have a written AI policy, data classification rules, and a risk framework? If No → Start with **Trust**. Begin with the AI Policy Starter Kit and Data Classification Guide.

Q2 — Do your teams understand which AI architecture patterns apply to your use cases? If No → Start with **Capability**. Begin with the AI Readiness Assessment.

Q3 — Do you have governed, production-ready AI running reliably in your organisation? If No → Start with **Solutions**. Begin with the AI Operating Model Reference Architecture.

> *"Rosetta is not how you start with AI. It is how you avoid regret once AI starts to matter."*

Start light. Add structure as risk, scale, and business dependency increase. Do not add governance complexity before you have governance risk — but do not wait until after the incident either.