

Pre Board Gate: “Should We Spend \$X?” Decision Dossier



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A 10-day decision package that prevents expensive platform mistakes before commitments are locked.

WHO IT'S FOR

CFOs, CIOs, Corporate Strategy, and investment committees approving:

- Cloud consolidation / DC exit
- SAP / ERP modernization
- Security platforms
- AI platforms & data foundations
- Vendor selections

WHEN TO USE IT

- A big initiative is about to be approved and the business case feels... optimistic;
- You have competing vendor narratives and no neutral view;
- There's pressure to "move fast," but downside risk is not visible;
- You want board-grade clarity without a 3-month consulting cycle.

WHAT YOU GET



Decision Dossier (6–8 pages): one story, one recommendation, evidence-based



Risk Register (board version): top risks, mitigations, and ownership (no fluff)



Architecture & Operating Model Implications: what changes for security, ops, governance, and cost.

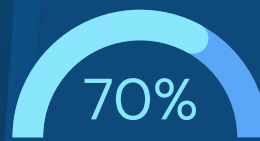


Commercial Sanity Check — what costs are missing, what assumptions are unsafe, what to demand from vendors.

HOW IT WORKS

- Day 1–3: review business case, architecture, vendor proposals.
- Day 4–7: challenge assumptions, validate dependencies, triangulate risks.
- Day 8–10: produce the dossier + executive briefing.

FINANCIAL OUTLOOK



Cloud Run-Rate Optimization: Target up to a 30% reduction in cloud run-rate within 6 months by identifying over-provisioning early.



TCO Rationalization: Achieve a 20% reduction in Total Cost of Ownership by streamlining the application landscape and removing redundant components..



AI Value Protection: Distinguish strategic value from "pilot hype" to ensure capital is committed only to defensible use cases.



Commitment Risk Mitigation: Restore control by identifying missing costs and unsafe vendor assumptions before final approval.

Note: benchmark figures from similar enterprise environments

BENEFITS

- 10-Day Decision Clarity: Bypass long consulting cycles with a board-grade decision package delivered in 10 business days to evaluate major cloud, SAP, or AI investments.
- Neutral Commercial Sanity Check: Eliminate vendor optimism by identifying missing costs, unsafe assumptions, and the real impact on your operating model.
- Enforceable Approval Conditions: Establish specific "approve only if X is true" criteria and a clear decision tree to protect against irreversible commitments.

WHAT THIS IS NOT

Not a transformation plan. Not vendor evaluation theater. It's a decision gate designed to prevent irreversible commitments.