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THE TECHNOLOGY STACK SCORECARD

AN EXECUTIVE DIAGNOSTIC FOR TURNING TECHNOLOGY SIGNAL INTO STRATEGIC ACTION.

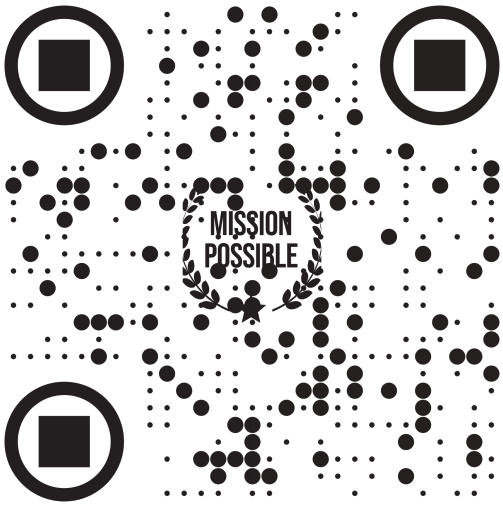
This scorecard helps leaders evaluate technology choices through a strategic, pillar-based lens. It is designed to clarify where technology enables advantage, where it introduces risk, and where alignment is required before scale.

If applying this raises questions, a short working conversation can help clarify next steps.

The chapters and worksheets in this guide assume you have completed the AI Business Stress Test introduced in Chapter 1.

If you have not yet completed it, pause here and take that assessment first. It provides the context needed to answer the questions that follow with clarity and confidence.

A QR code is provided below for quick access.



The Technology Scorecard

Introduction: Evaluate emerging technologies and AI solutions against your strategic goals. This assessment helps leadership teams gain clarity on potential benefits, risks, and readiness for effective adoption and competitive advantage.

Scoring Method

This scorecard uses weighted positive and negative scoring to reflect both strategic upside and execution risk.

- Each question includes an explicit score that captures alignment, benefit, effort, or risk
- Scores are totaled within each pillar to produce a pillar subtotal
- Each pillar must be interpreted independently

Do not average scores across pillars.

A strong score in one area does not compensate for weakness in another.

A materially negative pillar score is a stop signal, not a warning.

This approach ensures technology decisions are sequenced correctly and scaled responsibly.

Strategic Alignment & Opportunity (High-Level Fit)

Strategic Alignment: How well does this technology align with our core business strategy and competitive advantage?
(Score: Strong Alignment = 50, Moderate Alignment = 0, Weak/No Alignment = -50)

Potential for Competitive Advantage: How significant is the potential for this technology to create a unique and lasting competitive edge?
(Score: Transformative = 30, Significant = 10, Moderate = 0, Minimal = -20)

Potential Operational Benefits: What is the potential for this technology to significantly improve our core operations (e.g., efficiency, cost reduction, quality)?
(Score: High = 30, Moderate = 10, Low / Unclear = -10)

Market Opportunity Unlocked: How well does this technology enable new revenue streams, market expansion, or enhanced customer value propositions?
(Score: High = 30, Moderate = 10, Low / Unclear = -10)

Time to Value (TTV): What is the estimated time to achieve initial tangible benefits or ROI?
(Score: Rapid (<6M) = 20, Moderate (6-18M) = 0, Extended (>18M) = -20)

Is the technology open source (Free/Libre and Open Source Software) or vendor proprietary? (
(Score: Free/open source= (10), proprietary = 0)

Is the technology well documented?
(Score: Yes = 10, No = (-20))

Does the technology require extensive training or have a challenging learning curve?
(Score: Yes = (-10), No = 10)

Does the internal staff have the knowledge and expertise to adopt and maintain the technology
(Score: Yes = 10, No = (-20))

What is the business value of adopting this technology
(Score: Low = 0, Medium = 20, High = 50)

How easily can we expand into new business geographies and locations using this technology?
(Score: Easily = 30, Moderate effort = 0, High effort = (-30))

What are the business advantages for customers in using this technology?
(Score: Low = 0, Medium = 20, High = 50)

Pillar Subtotal: _____
Interpretation:

- Clear signal to proceed
- Proceed with conditions
- Do not proceed without remediation

Organizational Readiness & Adoption (People & Process)

Required Business Process Adjustment: How much will we need to adjust current internal business processes to support this technology?
(Score: Minimal = 20, Moderate = 0, Extensive = -30)

Talent Availability & Recruitment: How accessible is talent for recruitment to utilize this technology?
(Score: Readily Available = 10, Growing / Competitive = 0, Scarce / Niche = -30)

Team Adoption & Training Effort: How easily can our development/technology teams adopt and be trained on this technology?
(Score: Low / Widespread = 10, Moderate / Select Teams = 0, High / Individual Specialists = -30)

Pillar Subtotal: _____
Interpretation:

- Clear signal to proceed
- Proceed with conditions
- Do not proceed without remediation

Technical Feasibility & Integration (Systems & Data)

Technical Stability & Reliability: How confident are we in its ability to consistently meet performance and uptime (SLA) requirements?
(Score: High Confidence = 30, Moderate Confidence = 10, Low Confidence = -30)

Integration Scope: Existing Tech Stack: What percentage/scope of our existing technology systems and platforms needs significant upgrade/replacement?
(Score: Minor = 20, Moderate = 0, Major = -40)

Third-Party Vendor Dependency: How much do we rely on third-party technology vendors needing upgrades or alignment for this technology?
(Score: Minimal = 10, Moderate = 0, Extensive = -40)

Data Readiness & Quality (Crucial for AI): Do we have the necessary data quality, volume, and accessibility to leverage this technology effectively (especially for AI)?
(Score: High/Ready = 20, Moderate/Needs Prep = 0, Low/Significant Gaps = -40)

Scalability for Future Needs: Can this technology easily scale to meet anticipated future organizational growth and demand?
(Score: High = 20, Moderate = 0, Limited = -20)

Pillar Subtotal: _____
Interpretation:

- Clear signal to proceed
- Proceed with conditions
- Do not proceed without remediation

Technical Feasibility & Integration (Systems & Data)

Initial Implementation Cost: What is the estimated initial cost of using this technology?
(Score: Low = 10, Medium = 0, High = -30)

Ongoing Licensing/Maintenance Costs: What are the recurring costs (e.g., licenses, subscriptions, complex maintenance agreements)?
(Score: Minimal/None = 10, Standard/Renewable = 0, High/Complex = -20)

Security Posture & Compliance Impact: How does this technology impact our current security posture and compliance requirements?
(Score: Enhances = 20, Neutral = 0, Degrades/Adds Risk = -40)

Vendor Lock-in Risk: How high is the risk of being overly dependent on a single vendor for this technology?
(Score: Low = 10, Moderate = 0, High = -30)

Ethical & Societal Implications: Are there significant ethical, fairness, or societal implications to consider and mitigate (especially for AI)?
(Score: Minimal = 10, Manageable = 0, Significant = -30)

Pillar Subtotal: _____
Interpretation:

- Clear signal to proceed
- Proceed with conditions
- Do not proceed without remediation

If this scorecard surfaces uncertainty around technology priorities or sequencing, a short working conversation can help clarify direction.

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