

Ask your tech leaders to answer these 5 simple questions for each technology they’re considering. Only embrace technologies for which they can answer a definitive Yes for at least 3 out of 5 questions. Make sure they can adequately explain to you their reasoning for each in language that you can understand.

Will this technology reduce risk for our company or our customers?

☐ YES ☐ NO

Why or why not? – list two reasons

If Yes, identify one specific department or customer that will significantly benefit from this choice:

Will this technology reduce friction between R&D and our company or customers?

☐ YES ☐ NO

Why or why not? – list two reasons

If Yes, identify one specific department or customer that will significantly benefit from this choice:

Will this technology accelerate software development without compromising quality or flexibility?

☐ YES ☐ NO

Why or why not? – list two reasons

If Yes, what is a conservative estimate of the overall increase in development velocity we can expect?

Will this technology produce a good return on our investment in time and money?

☐ YES ☐ NO

Why or why not? – list two reasons

If Yes, when do we expect to break-even on the total investment in hard costs and labor costs?

BONUS QUESTION: What IRR can we expect in 3 years?

Will this technology enable us to spend more time creating value and less time on maintenance?

☐ YES ☐ NO

Why or why not? – list two reasons

What fraction of R&D time is currently spent on maintenance?

What do we expect this fraction to be in 12 months if we adopt this technology?