

CUSTOM TECH READINESS & ROI WORKBOOK

A Practical Guide to Deciding If Custom Is the Right Move



1. MANUAL COST INVENTORY

List recurring manual tasks:

- Task description

- Who performs it

- Time per occurrence

- Frequency per week

Calculate:

Hours per month spent on workarounds



2. ERROR & RISK ASSESSMENT

Answer honestly:

- Where do mistakes happen most often?

- What errors are most expensive?

- What breaks if one person is unavailable?



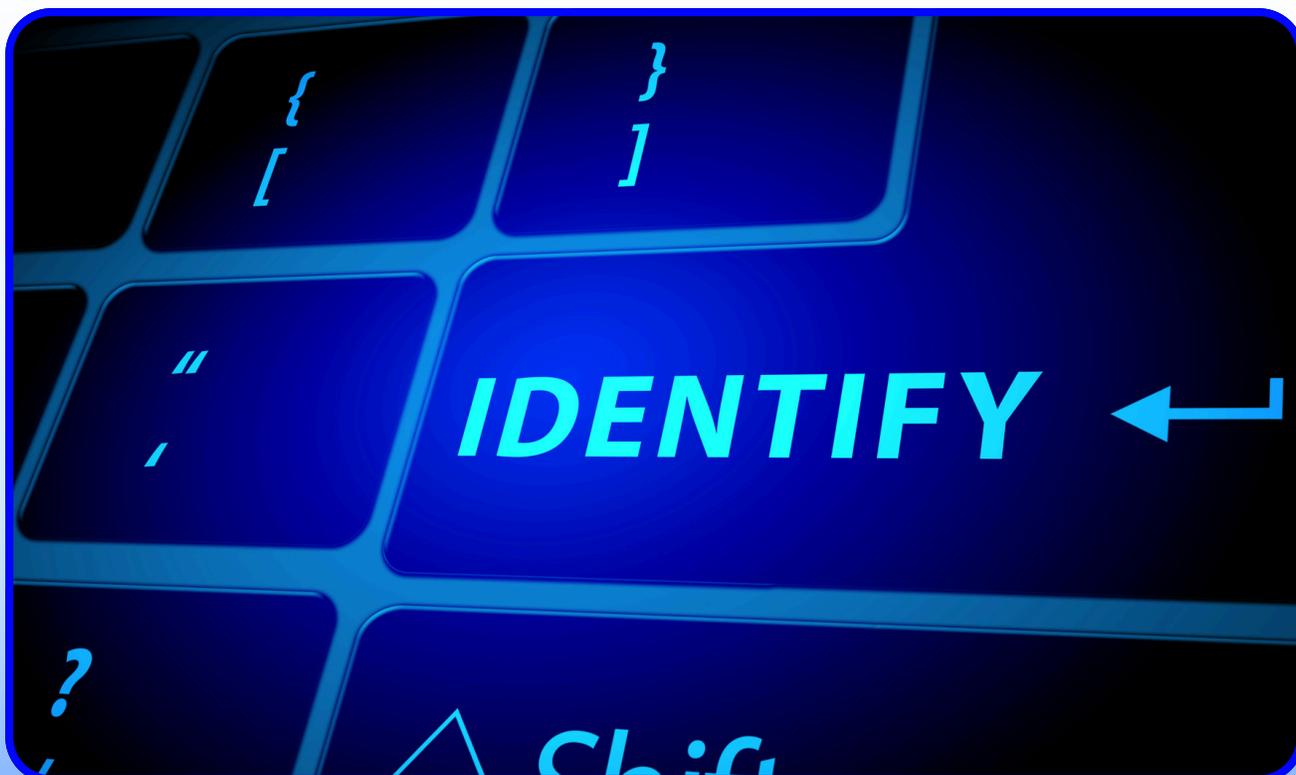
3. TOOL LIMITATIONS

Identify:

- Features you pay for but don't use

- Capabilities you need but don't have

- Workflows that don't align with your business



4. GROWTH IMPACT

Ask:

- What happens when volume increases?

- Where does friction multiply?

- What slows the business down?



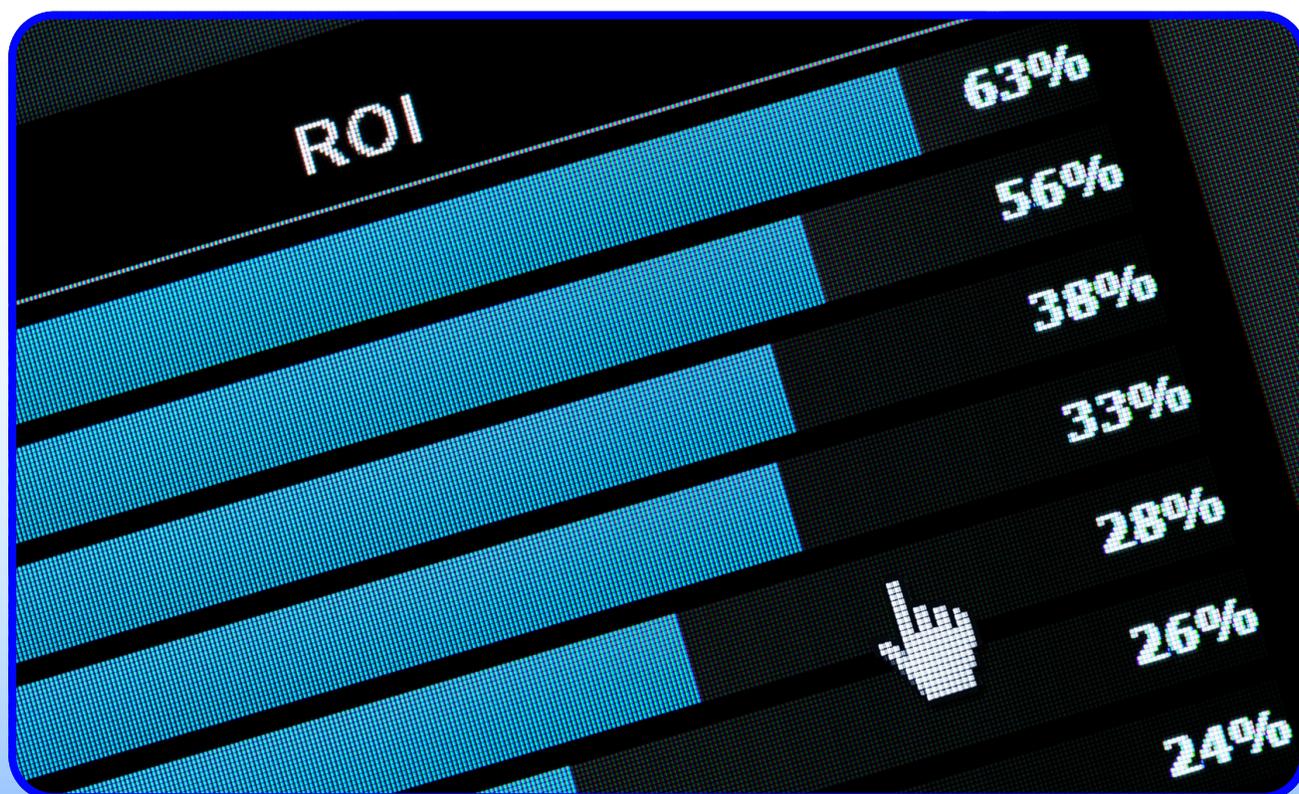
5. ROI REFLECTION

Compare:

- Ongoing manual cost
- Subscription waste
- Risk exposure

Against:

- One-time build cost
- Reduced labor
- Increased confidence



DECISION PROMPT

Custom tech is worth considering if:

- Manual work is structural, not temporary
- Growth amplifies pain
- The business no longer fits available tools



NEXT STEP

If this workbook clarified why things feel harder than they should:

Let's Talk Business

<https://calendly.com/wowsuccessteam/lets-talk-business>

