

The Cost of Misalignment

Stakeholder Alignment Brief

How gaps between IT, Finance and Procurement quietly increase cost and delay change.



IT, Finance and Procurement all want what's best for the organisation but they measure success differently. Without a shared view of the IT estate, those differences can turn into delays, higher spend and missed opportunities. These are the most common misalignment patterns we see.

Where misalignment shows up

- 1. Competing definitions of "cost efficiency"**
IT optimises for performance, Finance for budgets, Procurement for contracts.
Impact
Teams pull in different directions, making agreed savings harder to land.
- 2. Decisions based on incomplete or inconsistent data**
Licensing, utilisation and performance insight live in separate reports and tools.
Impact
Stakeholders question the numbers, slowing or diluting decisions.
- 3. Unclear ownership of optimisation**
No one team is clearly accountable for acting on cross-cutting savings.
Impact
Optimisation becomes "everyone's job and no one's priority".
- 4. Renewal dates driving strategy**
Contract timelines arrive before a shared strategy is agreed.
Impact
Organisations renew "as-is", locking in unnecessary cost.
- 5. Business cases built on assumption**
Without shared evidence, benefits and risks are hard to quantify.
Impact
Cases for change stall, shrink or fail to secure approval.



What Misalignment Really Costs

These patterns don't just create friction, they create measurable, avoidable cost.

Hidden costs that build up over time



Licensing overspend
Over-allocated or misaligned licenses stay in place because usage isn't clearly understood.



Overprovisioned infrastructure
Conservative sizing and historic decisions are rarely revisited together.



Missed optimisation windows
By the time teams align, renewal or budget windows have passed.



Slow decisions, slower value
Debates about data outlast the appetite for change.



Result: Higher-tier licenses and excess capacity persist for years.



Result: The organisation pays for headroom it no longer needs.



Result: Contracts roll forward on legacy terms and pricing.



Result: Savings and risk reductions are delayed or never realised.

How the OLA helps:



Maps your real usage against current entitlements.



Identifies redundant or underutilised assets.



Quantifies potential savings and vendor risks.

See how this comes together in practice in **Inside an OLA: Summary & Sample Report Pack**

[Premium Resource Download](#)



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Uncover the real story behind your IT spend and regain control before your next renewal decides it for you. Let's get started...

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