

TEMPLATE 3

Business Pain Calculator

Quantify the cost of NOT having MDM.

DUPLICATE / OVERPAYMENT

Duplicate vendor payments per year: _____ x avg \$_____ = \$_____

Billing errors from duplicate accounts: _____ /mo x avg \$_____ x 12 = \$_____

MANUAL RECONCILIATION

Hours/month reconciling across systems: _____ x burdened rate \$_____ /hr x 12 = \$_____

People doing this work: _____ (Could they do higher-value work? Y / N)

ACQUISITION / MERGER DELAYS

Last integration took _____ months; revenue at risk \$_____

Executive time consumed: _____ hrs @ \$_____ /hr = \$_____

COMPLIANCE / AUDIT

Findings/year related to data quality or lineage: _____ x remediation \$_____ = \$_____

Potential regulatory exposure: \$_____

AI / ANALYTICS READINESS

Planned AI initiatives needing clean master data: _____ (Budget \$_____)

Risk if deployed on dirty data: failure / delay / damaged trust

OPPORTUNITY COST

Value of initiatives delayed by data issues (launches, decisions, revenue): \$_____

TOTAL ANNUAL PAIN: \$_____

If total pain is less than your MDM investment, reduce scope or rethink timeline.