

Commercial Risk Diagnostic



This diagnostic gives you an honest picture of where your organisation sits across five disciplines of strategic cost management. Score yourself honestly — the value is in the gap, not the grade.

Use this as a starting point for a conversation, not a final verdict. If your score raises questions you’d like to explore, we’d like to walk through it with you.

Section 1: Score your organisation

Dimension	Score (1–5)	What the scores mean
Discover <i>Ecosystem visibility</i> Can you see, in one place, how technology spend connects to the business outcomes it supports — across suppliers, applications and infrastructure?	1 2 3 4 5	1 = No connected view — dependencies are undocumented or scattered across teams 5 = A live, connected map from cost through to business outcome
Benchmark <i>Cost & usage discipline</i> Do you test pricing and usage against the market and vendors’ own best-practice guidance — or accept the renewal as presented?	1 2 3 4 5	1 = Renewals and pricing largely accepted as presented 5 = Usage and pricing benchmarked before every major renewal
Eliminate <i>Waste identification</i> How confident are you that every major cost item can still justify its place — against current outcomes, not historical decisions?	1 2 3 4 5	1 = Legacy spend persists by default — no routine challenge process 5 = Spend is routinely challenged and removed when it no longer earns its place
Optimise <i>Resource utilisation</i> Is capacity — cloud, licences, infrastructure, people’s time — matched to what’s actually used, or sized for peak and history?	1 2 3 4 5	1 = Capacity allocated evenly, regardless of criticality or usage 5 = Resources actively matched to criticality and usage, continuously
Enable Revenue Growth <i>Reinvestment capability</i> When cost is removed or avoided, is there a mechanism to redirect that value toward growth — or does it disappear back into the budget?	1 2 3 4 5	1 = Savings are absorbed with no visibility into where they go 5 = A clear process redirects released value into growth investment

Your total score (out of 25):	/25
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Section 2: What your score means

Score	Maturity level	Recommended action
5–10	Reactive	Significant exposure likely. Start with a Selected Initiative Diagnostic on your highest-cost active initiative.
11–15	Operational	Basic controls exist but gaps are costing you. A Framework Workshop on one priority platform is the fastest way to see where.
16–20	Tactical	Good foundation — now optimise. A Framework Workshop or Selected Initiative Diagnostic will sharpen your next move.
21–25	Strategic / Leading	You’re ahead of most organisations. Portfolio Advisory will help you embed and protect the advantage you’ve built.

Ready to explore what’s possible?

Dante Deo offers three low-friction entry points, matched to where your score places you:

- 1. **Framework Workshop** — A half-day session applying Discover and Benchmark to one priority platform or supplier relationship, live.
- 2. **Selected Initiative Diagnostic** — A one-week deep dive into one agreed initiative — framing the key questions and the most effective cost-reduction options before you go to the vendor.
- 3. **Portfolio Advisory** — An ongoing engagement to embed the operating cycle, governance board and reinvestment register in your organisation.

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