

**CTO Alert** 

**INFOGRAPHIC** 

Mistakes That Can Sabotage Your Technology **Partnerships** 

Your choice of a technology partner can be a game-changer. But even small

6 Mistakes That Can Sabotage Your Technology Partnerships

## Without aligning on long-term goals, partnerships can quickly lose focus.

**Ignoring Strategic Goals** 

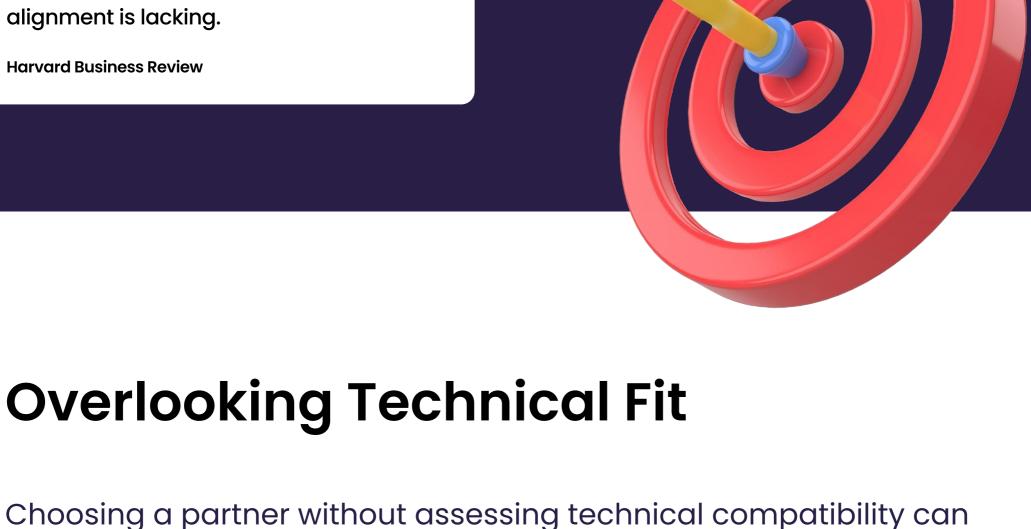
missteps can lead to costly setbacks.

With that, let's look at the

Start with a shared roadmap and agree on your long-term objectives. **PRO TIP** 

of partnerships fail when strategic alignment is lacking. **Harvard Business Review** 

**55%** 



## lead to roadblocks. Run a full technical audit to ensure seamless integration and avoid painful fixes later.

80% of failed tech

misalignment. **Tech Partnership Studies, McKinsey** 

Look for strong case studies, check references, and dig deep

partnerships result from technical

PRO TIP

## into past performance.

Rushing through vendor selection can be costly.

**Skipping the Vetting Process** 

30% higher failure rate in partnerships

vetting procedures. Gartner

with incomplete

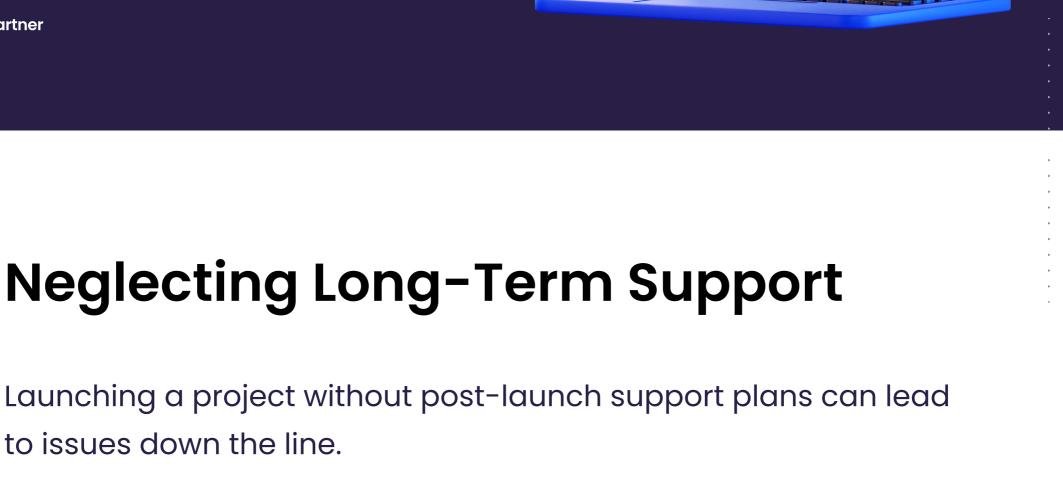
to issues down the line.

launch support.

**PRO TIP** 

**Forrester Research** 

PRO TIP





## 72% of partnerships fail due to inadequate post-

Clarify post-launch responsibilities and set up a support SLA

(Service Level Agreement) to ensure long-term reliability.

Establish KPIs from the start and review them regularly to

**Deloitte** 

3X higher chance of

with clear KPIs.

success in partnerships

maintain alignment and accountability.

Failing to Set Success Metrics Lacking defined KPIs can make it difficult to track success and make adjustment



A mismatch in work culture can slow progress and hinder

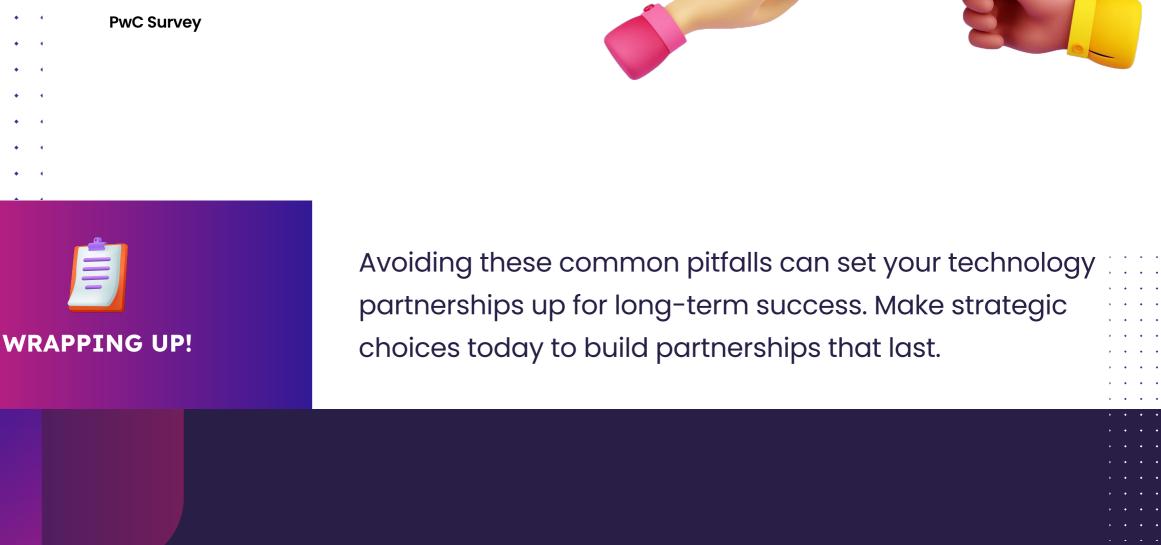
**Underestimating Culture Fit** 

54%

partnerships dissolve

due to cultural difference

collaboration. Choose a partner who shares your values, work ethic, and PRO TIP collaboration style for smoother teamwork.



Transform CX with our expert IT Staff Augmentation

services. We've helped startups, SMBs, and enterprises profoundly improve business outcomes with bespoke IT Consulting & Advisory services, including IT staff augmentation.









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for our excellence

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