

INFOGRAPHIC

CTO Alert

6 Mistakes That Can Sabotage Your Technology Partnerships



Your choice of a technology partner can be a game-changer. But even small missteps can lead to costly setbacks.

With that, let's look at the 6 Mistakes That Can Sabotage Your Technology Partnerships

1 Ignoring Strategic Goals

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

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

55%

of partnerships fail when strategic alignment is lacking.

Harvard Business Review



2 Overlooking Technical Fit

Choosing a partner without assessing technical compatibility can lead to roadblocks.

PRO TIP Run a full technical audit to ensure seamless integration and avoid painful fixes later.

80% of failed tech partnerships result from technical misalignment.

Tech Partnership Studies, McKinsey

3 Skipping the Vetting Process

Rushing through vendor selection can be costly.

PRO TIP Look for strong case studies, check references, and dig deep into past performance.

30% higher failure rate in partnerships with incomplete vetting procedures.

Gartner



4 Neglecting Long-Term Support

Launching a project without post-launch support plans can lead to issues down the line.

PRO TIP Clarify post-launch responsibilities and set up a support SLA (Service Level Agreement) to ensure long-term reliability.

72% of partnerships fail due to inadequate post-launch support.

Forrester Research



5 Failing to Set Success Metrics

Lacking defined KPIs can make it difficult to track success and make adjustment

PRO TIP Establish KPIs from the start and review them regularly to maintain alignment and accountability.



3X higher chance of success in partnerships with clear KPIs.

Deloitte

6 Underestimating Culture Fit

A mismatch in work culture can slow progress and hinder collaboration.

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

54% partnerships dissolve due to cultural difference

PwC Survey



WRAPPING UP!

Avoiding these common pitfalls can set your technology partnerships up for long-term success. Make strategic choices today to build partnerships that last.

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