

Result 1: Disconnected Tool Sprawl

Your Tool Sprawl Results: Disconnected Tool Sprawl

Your Tool Sprawl Index: 85 / 100

What this score means: We consider 40 out of 100 to be the ideal operational baseline. Here's why: A score of zero means you aren't leveraging technology at all, and a score of 100 means you are drowning in a chaotic sea of software. A score of 40 marks the sweet spot where you have exactly enough tools to give your team leverage and speed, but your systems are consolidated enough to actually stay out of their way.

Since your score is at 85, tool sprawl is a strong risk factor for you. Apart from eating into your team's time and your company's budget, the sheer number of disconnected tools has created an environment where work is scattered across a patchwork of systems that don't talk to each other.

Because there is no single source of truth, your team spends extra effort acting as the "human glue" that holds the entire operation together.

This lack of integration also traps critical data in silos, leading to inefficiency and duplication of effort across departments.

What this looks like in your day-to-day:

- **The "Where is that?" tax:** Employees waste hours every week manually hunting for links, files, and project updates across different apps
- **Shadow IT:** Teams are expensing their own preferred tools to solve immediate problems without central oversight
- **Redundant spend:** You are paying for overlapping capabilities, meaning you are essentially buying the same software twice

Where You Stand

You are currently experiencing a high degree of operational friction. While the day-to-day work gets done, this is holding you back from scaling to the next level.

You didn't get here by accident; your teams were simply moving fast and buying the software they needed to solve immediate problems. However, that well-intentioned autonomy has now crossed the line into systemic chaos. And that chaos now threatens your momentum.

Businesses that successfully scale past this point recognize the breaking point and actively pivot. You need to turn this ship around by ruthlessly focusing on the following:

- **Say no to point solutions:** Stop buying new point solutions and implement strict procurement guidelines that prioritize long-term needs
- **Drive cross-functional alignment:** Get your departments out of software silos and into conversations with each other. Arrive at a consensus
- **Architect first:** It's time to prioritize overall system architecture over team or personal tool preferences

What You Do Well: High Autonomy and Agility

Despite a fragmented operational environment, your team still gets the job done. This speaks volumes about your culture.

This score indicates a high level of resourcefulness and resilience across your organization. Your people do not let broken systems stop them from delivering results; they often build their own scrappy workarounds.

This inherent agility is incredibly difficult to teach, giving you a massive foundational advantage over your competitors. Once you channel that same autonomous energy into a single, unified tool stack, your execution speed will skyrocket.

Biggest Area of Improvement: Establish a Core Hub

You cannot out-work a fundamentally fragmented system, no matter how talented your individual contributors are.

So, your immediate next step must be to stop the operational bleeding and force centralization across every department. This requires leadership to step in and make definitive choices about where work is officially allowed to live moving forward.

Moving away from a culture of tool sprawl means you will have to tell some teams to abandon their favorite niche apps for the greater good of the company's visibility. Committing to a centralized architecture is the fastest way for you to eliminate the confusion and lay the solid groundwork needed for sustainable scaling.

Next Steps

Fixing tool sprawl won't happen overnight, but you can start laying the groundwork today. Here is how to keep moving forward:

- **Get leadership on the same page:** Share these insights with your leadership team. Agree on the hidden costs of your current setup and decide together on a game plan to clean up the tech stack
- **Talk to the people doing the work:** Ask your teams where the worst manual bottlenecks are, which tools they can easily live without, and what would actually make their day-to-day smoother

- **Set a few simple goals:** Pick clear ways to measure success. Instead of vague metrics, track how many unused licenses you cancel, how much money you save, and whether people are actually adopting your core hub

Taking these steps will help your company stop fighting its own tools and start scaling comfortably.

This assessment is designed to spark meaningful conversations and guide your next steps toward a streamlined tool stack. When you're ready to go deeper, our team is here to help.

[Button: Talk to an expert about rebuilding your system from the ground up]

Result 2: Over-Provisioned Stack

Your Tool Sprawl Results: Over-Provisioned Stack

Your Tool Sprawl Index: 65 / 100

What this score means: We consider 40 out of 100 to be the ideal operational baseline. Here's why: A score of zero means you aren't leveraging technology at all, and a score of 100 means you are drowning in a chaotic sea of software. A score of 40 marks the sweet spot where you have exactly enough tools to give your team leverage and speed, but your systems are consolidated enough to actually stay out of their way.

Since your score is at 65, you are carrying more software weight than you need. The good news is your operational execution is exceptionally strong—work is largely organized in core platforms. But along the way, your company has accumulated significant "SaaS bloat."

What this looks like in your day-to-day:

- **The ghost seats:** You are paying for 50 software licenses, but only 30 employees actively log in each month
- **Dusty premium tiers:** You are shelling out for expensive enterprise features that no one on the floor actually uses
- **Departmental stubbornness:** Marketing uses Asana, but Product insists on Jira, so the company ends up paying for both instead of agreeing on one

2. Where You Stand

You are currently carrying an expensive surplus of software. While your day-to-day work flows smoothly, you are significantly overpaying to get it done.

The important part? This is the part and parcel of growth. As your company grew, teams bought new apps to solve immediate problems. But in the rush to scale, no one went back to turn off the old ones.

It's a classic case of adding without ever subtracting. What started as simply making sure everyone had the tools they needed has quietly turned into a large, often underutilized tool stack.

Businesses that successfully scale past this point recognize this specific phase of maturity and actively prune their tech stacks. You need to turn this ship around by ruthlessly auditing your stack:

- **Audit your active users:** Don't wait for annual renewals to figure out what you own. Make it a regular habit to check who is actually logging in, and cancel the seats that are sitting empty
- **Cancel the safety nets:** Stop paying for extra user licenses just because someone might need them eventually

- **Maximize what you have:** Shift the organizational mindset. Before looking outward for a new solution, challenge your teams to solve the problem using the core platforms you already pay for

3. What You Do Well: Operational Discipline

You are in a great position to make changes quickly because your team already knows how to work inside centralized systems.

Your foundation is stable, meaning your people actually spend their time doing the work instead of hunting for lost files or managing chaotic handoffs.

Because critical data isn't heavily fragmented, your leadership has a clear view of company performance without having to constantly beg for manual status updates. This level of operational discipline is a massive asset. You just need to pair it with tighter financial housekeeping to reach peak efficiency.

4. Biggest Area of Improvement: Clean Up the Subscriptions

The hardest part of fixing an over-provisioned stack is not going to the tool audit. What you're most likely going to run into is the internal politics of taking apps away from teams who are used to having them.

So, the most impactful action item is having some tough conversations with your operations and finance so that once you cut the bloat, it doesn't just grow right back.

Time to make definitive, sometimes unpopular, choices about what software stays and who is allowed to buy it moving forward! Here are some recommendations to help you get started:

- **Move away from decentralized purchasing:** Stop allowing individual teams to expense their own tools, and require all software requests to clear a single approval desk
- **Pick the winners:** When two departments are using competing tools for the exact same function, leadership must step in, choose the official company platform, and enforce the migration
- **Consolidate your contracts:** Stop buying licenses piecemeal across different teams. Once you narrow down your core tools, pool your entire headcount together to negotiate much better bulk rates with those vendors

Next Steps

Fixing an overprovisioned stack won't happen overnight, but you can start laying the groundwork today. Here is how to keep moving forward:

- **Get leadership on the same page:** Share these insights with your leadership team. Agree on the hidden costs of your current setup and decide together on a game plan to clean up the tech stack.
- **Talk to the people doing the work:** Ask your teams where the worst manual bottlenecks are, which tools they can easily live without, and what would actually make their day-to-day smoother.
- **Set a few simple goals:** Pick clear ways to measure success. Instead of vague metrics, track how many unused licenses you cancel, how much money you save, and whether people are actually adopting your core hub.

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[Button: Talk to an expert about auditing your SaaS ROI and consolidating licenses]

Result 3: Siloed Point Solutions

Your Tool Sprawl Results: Siloed Point Solutions

Your Tool Sprawl Index: 55 / 100

What this score means: We consider 40 out of 100 to be the ideal operational baseline. Here's why: A score of zero means you aren't leveraging technology at all, and a score of 100 means you are drowning in a chaotic sea of software. A score of 40 marks the sweet spot where you have exactly enough tools to give your team leverage and speed, but your systems are consolidated enough to actually stay out of their way.

Since your score is at 55, you've mastered the art of the lean startup. You've been incredibly disciplined with your software spend, ensuring that every dollar on your credit card statement is justified.

Currently, your work happens across a variety of specialized tools that each do one thing very well. Because these tools are often independent, your team handles the coordination between them. You've traded complex, expensive software for a flexible, low-cost setup that has allowed you to remain agile during your early growth.

What this looks like in your day-to-day:

- **Manual hand-offs:** Moving information from one department to another usually requires someone to manually copy data, export a CSV, or send a "status update" Slack message
- **Disconnected search:** Because work is hidden in specialized apps, finding a specific file or decision often requires logging into three different places or asking a teammate for a link
- **Constant context switching:** Employees have to keep a dozen tabs open just to complete one process, jumping between different apps that each hold only one piece of the puzzle

2. Where You Stand

Your score shows that you've prioritized immediate results and budget control over building a massive, rigid infrastructure too early.

But your organization has outgrown this setup, and the scrappy methods that got you here are starting to feel a bit heavy. You've reached the point where your team's energy is being spent on the *process* of work rather than the work itself.

To break through to the next level, you need to focus on the following:

- **Acknowledge the "Time Tax":** The hours your team spends manually moving data between apps are costing you more in payroll than a unified software subscription would
- **Stop over-valuing "Free":** While a tool might be free or cheap, the friction it creates for the rest of the company can become an expensive bottleneck
- **Build a scalable bridge:** Growth now requires a sturdy technological foundation to replace the manual "duct-tape" workarounds

3. What You Do Well: Financial Discipline and Resourcefulness

You have built a culture that is refreshingly allergic to wasted spending.

Unlike organizations that throw money at expensive "Enterprise" solutions, your team actually solves problems first and buys tools later.

This resourcefulness is a massive competitive advantage.

Because your systems are lightweight, you aren't weighed down by clunky, "all-in-one" platforms that no one knows how to use. It has also enabled your team to remain fast and creative, and to pivot processes overnight.

When you do eventually centralize your data with a connected tool stack, you'll do so from a place of strength and clarity. It's the final piece that will take your operational efficiency to the next level.

4. Biggest Area of Improvement: Create a Single Source of Truth

To be clear, you do not have to replace every single specialized point solution your team loves. But you desperately need a single source of truth. Your immediate focus must be on building a centralized hub that tracks, manages, and makes all core work visible to leadership.

The platform you choose will serve as the company's operational heartbeat, ensuring that the big picture is visible to everyone. Once that hub is established, you can use affordable integration software to automatically connect your favorite point solutions to the main system.

This step will eliminate the context-switching that drains your team while still keeping your overall software budget relatively lean.

- **Map the maze:** Document exactly where data currently has to be moved by hand between teams so you can spot your biggest opportunities for a quick win
- **Establish a central hub:** Select one platform, usually a robust project management tool, to be the company's ultimate source of truth
- **Automate the bridges:** Use simple, affordable integrations to let your specialized tools "talk" to your central hub automatically

Next Steps

Consolidating your workflow is a journey that will take some time. Here is how to keep your momentum going:

- **Get leadership on the same page:** Share these insights with your leadership team. Agree on the hidden costs of your current setup and decide together on a game plan to clean up the tech stack
- **Talk to the people doing the work:** Ask your teams where the worst manual bottlenecks are, which tools they can easily live without, and what would actually make their day-to-day smoother
- **Set a few simple goals:** Pick clear ways to measure success. Instead of vague metrics, track how many manual tasks you automate and how much time the team reclaims

Taking these steps will help your organization continue to evolve and thrive in an increasingly complex digital landscape.

This assessment is designed to spark meaningful conversations and guide your next steps toward a streamlined tool stack. When you're ready to go deeper, our team is here to help.

[Button: Talk to an expert about connecting your tools and automating workflows]

Result 4: Streamlined Workspace

Your Tool Sprawl Results: Streamlined Workspace

Your Tool Sprawl Index: 20 / 100 (Healthy Median: 40/100)

What this score means: We consider 40 out of 100 to be the ideal operational baseline. Here's why: A score of zero means you aren't leveraging technology at all, and a score of 100 means you are drowning in a chaotic sea of software. A score of 40 marks the sweet spot where you have exactly enough tools to give your team leverage and speed, but your systems are consolidated enough to actually stay out of their way.

Since your score is at 40, you are currently in the operational "sweet spot." Your tech stack is lean, intentional, and—most importantly—connected. You've successfully avoided the trap of buying too many pointed solutions, and as a result, your team spends more time executing and less time managing their tools.

What this looks like in your day-to-day:

- **High information velocity:** Decisions are made faster because everyone knows exactly where the source of truth lives
- **Low administrative drag:** There is very little "work about work" because your systems handle the hand-offs and data syncing for you
- **Clean financials:** Your software spend is tied directly to active use, with very little waste on redundant apps or empty seats

2. Where You Stand

You are operating in a rare plane, as only a very small percentage of organizations manage to reach and maintain this high level of operational discipline.

This is a direct result of deliberate leadership, strict governance, and a culture that values simplicity over shiny new tools.

You have secured a massive competitive advantage by ensuring your operational infrastructure scales cleanly alongside your revenue.

However, as you hire more people and take on more complex projects, the pressure to add "just one more tool" will increase. Staying at a 40/100 requires a shift from *building* a system to *protecting* one.

To maintain this balance as you scale, you need to focus on the following:

- **Protect the core:** They fiercely defend their centralized systems against the slow creep of shadow IT and departmental silos

- **Continuous optimization:** They never assume their workflows are perfectly finished, always looking for new ways to automate handoffs
- **Strategic scaling:** They only add new software when it unlocks a fundamentally new capability that the current stack cannot support

3. What You Do Well: Clean Data and Strong Governance

Because your tools are intentionally selected and well-integrated, you are perfectly positioned to transition from efficient execution to exponential scaling.

Your finance team enjoys highly predictable costs and complete visibility into the tech stack, entirely eliminating the shock of surprise enterprise renewals. Furthermore, cross-functional teams can effortlessly hand off complex work without the manual friction that typically slows down growing companies.

Perhaps your greatest hidden asset is your impeccably clean, centralized data, which is no longer trapped in a dozen disconnected silos. This structured information means your organization is uniquely prepared to leverage advanced analytics, custom automations, and cutting-edge artificial intelligence. You have successfully built the exact technological foundation required to adopt the next generation of business tools without skipping a beat.

- **High AI readiness:** Your centralized data is perfectly structured and ready to be leveraged by advanced analytics or generative AI models
- **Predictable costs:** Finance maintains complete visibility into your lean tech stack, preventing surprise renewals and budget leaks
- **Seamless collaboration:** Cross-functional teams can easily hand off complex project work without relying on manual coordination

4. Biggest Area of Improvement: Advanced Automation and Guarding the Gates

Your path forward is no longer about fixing broken systems, but rather fiercely protecting your lean stack and pushing the absolute boundaries of productivity.

As you hire new managers, they will inevitably want to bring their favorite tools from their previous companies, making strict procurement governance your top priority. You must implement a rigid process that requires any new software request to conclusively demonstrate it can completely replace an existing tool before approval.

Concurrently, you should begin identifying the highest-volume repetitive tasks that still require human clicks within your core operational hubs. By investing in advanced, multi-step automations and natively integrated AI agents, you can dramatically increase your operational output without adding corresponding headcount. This strategic evolution will transform your already efficient workspace into a highly scalable, automated powerhouse.

- **Stop sprawl creep:** Implement a strict procurement process where any new software request must prove it can replace an existing tool
- **Push the limits:** Identify the highest-volume administrative tasks that still require human clicks and build multi-step automations to handle them
- **Adopt AI capabilities:** Leverage your remarkably clean data to introduce integrated AI agents that can summarize projects, draft updates, or route requests

Next Steps

Sustained progress requires ongoing engagement and clear priorities. To keep your momentum:

- Share these insights with your leadership team to align on your operational efficiency journey and set clear priorities for your tech stack
- Engage your teams in conversations about tool consolidation, workflow governance, and reducing manual friction—gather feedback to inform your roadmap
- Benchmark your progress by setting measurable goals for software ROI, tool adoption, and process efficiency

Taking these steps will help your organization continue to evolve and thrive in an increasingly complex digital landscape.

This assessment is designed to spark meaningful conversations and guide your next steps on the path to a streamlined workspace. When you're ready to go deeper, our team is here to help.

[Button: Talk to an expert about advanced automation and scaling]