

BHz Technology Decision Checklist

A better decision process starts before vendor selection.

Six questions to answer before signing the contract.

Check each box when leadership can answer with evidence, not assumptions.

- ☐
01 What business problem are we actually solving?
 Define the measurable outcome, the current baseline, and who owns the result.
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- ☐
02 Is technology actually the constraint?
 Test whether the issue is process, data, accountability, organizational structure, or decision rights.
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- ☐
03 What must change for the value to appear?
 Identify the operational changes, adoption, resources, and responsibilities required to realize the benefit.
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- ☐
04 Are the provider's incentives aligned with ours?
 Understand how each provider makes money and where its incentives may differ from your own.
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- ☐
05 What are the alternatives - including doing less?
 Compare existing technology, process improvements, narrower scope, phased approaches, and doing nothing.
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- ☐
06 How will we know if the decision was right?
 Define success measures, ownership, review dates, and criteria for stopping or changing course.
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Unresolved question / next action: _____

Need an independent perspective before committing?

Work directly with Brian Hertz to pressure-test the decision.

[Independent technology advisory](#)

[Vendor evaluation](#)

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