ValueNova

From Spreadsheet to Scale

Understand why your current approach is hitting a wall—and what to do about it. Recognize when spreadsheets cost you credibility.

INTRODUCTION

The Spreadsheet Ceiling

Every value engineering team starts with spreadsheets. They're flexible, familiar, and free. But somewhere between 10 and 100 business cases, spreadsheets stop being an asset and start being a liability.

This guide exists because the transition from spreadsheets to scalable infrastructure is one of the most important—and most poorly understood—evolutions a value practice can make.

You'll learn to recognize when you've hit the wall, what capabilities you need to scale, and how to build the internal case for change.

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SECTION ONE

Signs You've Hit the Ceiling

Spreadsheets hit a ceiling not because they're bad tools, but because they're the wrong tool for organizational-scale value delivery:

1 **Version Chaos**
Multiple versions of the same model floating around, no clarity on which is current, changes lost in email threads.

2 **Quality Variance**
Output quality depends entirely on who built the model. Your best people produce great work; everyone else produces risk.

3 **Knowledge Silos**
Critical logic lives in individual files and individual heads. When people leave, capability leaves with them.

4 **Audit Anxiety**
When finance asks how you calculated something, you have to hope the person who built it is available and remembers.

5 **Scaling Pain**
Every new deal requires building from scratch. Your capacity is capped by your headcount.

SECTION TWO

What Scalable Looks Like

Scalable value delivery infrastructure has five core capabilities:

✅ **Centralized Model Management**
One source of truth for model logic, templates, and components. Changes propagate automatically.

✅ **Structured Data Layer**
Customer inputs, assumptions, and benchmarks stored and versioned separately from model logic.

✅ **Workflow Orchestration**
Clear processes for creation, review, approval, and delivery. Automated where possible.

✅ **Analytics and Insights**
Visibility into what's being built, what's working, and where quality varies.

✅ **Integration Readiness**
Ability to connect with CRM, CPQ, and other systems in your revenue tech stack.

You don't need all of this at once. But you need a path to all of it.

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Ready to scale beyond spreadsheets?

ValueNova provides the infrastructure for enterprise value delivery—centralized models, governed workflows, and analytics that prove impact.

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