

WHITEPAPER

# The Hidden Cost of Ungoverned Value Modelin

See the operational drag that's slowing your deals. Quantify the rework you didn't know was happening.

WRITTEN FOR

RevOps Leaders, Finance & Value Engineering Management

[www.valuenova.ai](http://www.valuenova.ai)

## EXECUTIVE SUMMARY

# The Governance Gap

Value modeling typically evolves organically. Someone builds a spreadsheet. It gets copied. Variations emerge. Before long, you have dozens of models, no standard structure, and no way to know which version is current or correct.

1

**No Single Source of Truth**

Multiple versions of similar models exist, with no clarity on which is authoritative.

2

**No Version Control**

Changes happen without tracking, making it impossible to understand model evolution.

3

**No Quality Standards**

What constitutes a "good" model is undefined, making quality inconsistent.

4

**No Access Control**

Anyone can modify anything, introducing errors and inconsistencies.

5

**No Audit Trail**

When something goes wrong, there's no way to trace what happened or why.

## SECTION ONE

# Quantifying Hidden Costs

The costs of ungoverned value modeling fall into five categories:

1

**Rework Costs**

Time spent rebuilding models that already exist or fixing errors that governance would prevent. Typically 20-30% of total modeling time.

2

**Search Costs**

Time spent finding the right model, the right version, or the right assumption. Often 5-10 hours per week across a team.

3

**Error Costs**

Deals affected by calculation mistakes, stale data, or version confusion. Usually 2-5% of deals have significant errors.

4

**Consistency Costs**

Time spent reconciling different models that should show the same thing but don't.

5

**Trust Costs**

Credibility erosion when customers or internal stakeholders encounter inconsistencies. Hardest to quantify but often the most damaging.

**Calculate these for your organization. The total is usually surprising.**



# Eliminate the hidden costs.

ValueNova provides the governance layer for value modeling—version control, quality standards, and audit trails that eliminate rework and build trust.

[www.valuenova.ai](http://www.valuenova.ai)