



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.

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