

F08 / BUILD BUY OR INTEGRATE

Choose what to build buy or integrate

Compare components, lifecycle obligations and exit conditions before selecting a technology commitment.

SESSION	TEAM	OUTPUT
120 minutes + option trials	Ops + technology + purchasing	A conditional sourcing choice

01 APPLY ESSENTIAL CONDITIONS FIRST

Outcome / rights / access / interfaces / operating capacity

Build

Arrange maintenance for the custom component.

Buy

Work within the product and its supported capabilities.

Integrate

Own the behaviour between connected components.

Make the choice per component. Include existing configuration.

Compare the same scope, time horizon and workload.

NEXT DECISION

Choose a commitment the team can sustain.

Record support, review effort, recovery, exports, exit and the decision expiry.

A cheaper option still has to meet the essential conditions. Sources: page 5.

COMPONENTS AND REQUIREMENTS

Separate the sourcing choices

Make requirements observable and compare components rather than treating the entire workflow as a single build-or-buy choice.

WORKFLOW OUTCOME / ELIGIBLE WORK / CURRENT SYSTEMS

Component	Essential outcome / source	Option to consider	Operator / interface / dependency

HARD CONDITIONS / UNKNOWN TERMS / UNSUPPORTED INTERFACES

A failed essential condition excludes the current option unless legitimately revised.

COST OWNERSHIP AND EXIT

Compare the full operating commitment

Use the same scope, horizon and workload. Separate cash expenditure from internal staff time and leave missing figures visibly unknown.

CURRENCY / HORIZON / NORMAL AND PEAK USAGE

Cost or obligation	Option A	Option B	Assumption / source / gap
Initial work / migration			
Recurring service / usage			
Internal operation / review			
Support / change / recovery			
Exit / replacement			

HARDEST UNCERTAINTY / REPRESENTATIVE TEST / OBSERVED EVIDENCE

EXPORT / EXIT REHEARSAL / MAINTENANCE OWNER / BACKUP

CONDITIONAL CHOICE / DECISION OWNER / EXPIRY OR RECONSIDERATION TRIGGER

ILLUSTRATIVE EXAMPLE

The lowest visible cost is conditional

A hypothetical distributor compares two sourcing options across 24 months. These are incomplete scenarios, not supplier quotations or dotSuper prices.

Cost input	Existing product A	Targeted build B
Initial setup/development	AED 12,000	AED 55,000
Monthly service/infrastructure	AED 2,000	AED 1,200
Monthly administration/maintenance	AED 1,000	AED 1,500
Visible total over 24 months	AED 84,000	AED 119,800

A: $12,000 + 24 \times (2,000 + 1,000) = \text{AED } 84,000$.

B: $55,000 + 24 \times (1,200 + 1,500) = \text{AED } 119,800$.

Product A cannot yet export the required source links. Build B lacks a maintenance owner. Add omitted review, exceptional-usage and exit costs before a real comparison.

NEXT ASSESSMENT

Explore an existing-ERP intake plus extraction service and customer-owned evidence store.

The hybrid still needs interface, permissions and maintenance evidence.

FACILITATION AND SOURCES

Run the session

Prepare the inputs in the research companion. Retain evidence, unknowns and counterexamples with the decision record.

15 MIN	Specify the outcome Distinguish essential requirements from preferred features.
15 MIN	Decompose the workflow Separate commodity components from distinctive business rules.
20 MIN	Develop credible options Include existing systems and process-only alternatives.
20 MIN	Apply feasibility gates Check rights, interfaces, deployment and operating capability.
20 MIN	Build cost scenarios Use the same horizon, scope and workload assumptions.
15 MIN	Test the hardest uncertainty Include difficult cases, exports and recovery.
10 MIN	Assign lifecycle ownership Cover bills, quality, access, support, renewal and exit.
5 MIN	Record decision and expiry Specify open conditions and a reconsideration trigger.

SELECTED SOURCES / ACCESSED 16 SEP 2026

UK GDS/CDDO / Define your purchasing strategy

UK GDS/CDDO / Technology Code of Practice

NIST / AI RMF Playbook

Original component appraisal. Not a universally optimal formula, supplier recommendation or legal review. Costs are illustrative and incomplete. UK public-sector obligations are not imported into Gulf private businesses. No third-party canvas is reproduced.

Full ledger and access limits: companion.html. Original dotSuper artwork. Reference links identify the underlying sources, not endorsement.