ARTIFACT 7

Stack map and purchase freeze

Jobs, not brands. Unused seats are kill candidates. Freeze is written or it is not a freeze.

Freeze until	*[date = today + 90 days]*	**Exceptions require**	*Referee + sponsor*

Map by job

Job	Tool today	Annual cost	Owner	Obeys dictionary? Y/N
System of record — people / pipeline				
System of record — money Finance signs				
Demand / engagement				
CPQ / quote path				
After Closed-won (CS)				
See and decide (BI)				
Joins (integration / warehouse)				
Other (enablement, recording…)				
[add]				
[add]				

Dual-truth breaks to fix (max two this quarter)

1. [systems that disagree] _____ Owner: _____

2. [systems that disagree] _____ Owner: _____

Do not buy until the seam and dictionary hold

[categories: second CRM, attribution suite, AI agent platform, extra BI…] _____

Sponsor _____ Referee _____ Date _____

One page. Use with Session 4. Charter workstream 3.