

Decision simulation audit — Collabai

Empresa / Company: 1405

Implementar un CRM para mejorar ventas y conversión en nuestra startup B2B SaaS.

Quality score 45/100 · 2026-05-25T01:43:06.249Z

Decision intelligence audit

Company: 1405

Decision: Implementar un CRM para mejorar ventas y conversión en nuestra startup B2B SaaS.

Mode: Simulator (scenarios)

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> This document measures the quality of decision evaluation, not whether the decision is advisable.

Executive metrics

- Decision Quality Score: 45/100
- Confidence: medium
- Ambiguity: medium
- Evidence completeness: 40%
- Execution risk: medium
- Orientation: Validate before executing

Decision statement

E2E: Expand commercial team in Q2

Expected outcome

Increase revenue 30% in 12 months (horizon: 12 months)

Pillar evaluation

Clarity — 72/100

Decision and outcome are stated.

Justification: Structured form input.

Evidence — 38/100

Limited quantitative evidence.

Justification: Evidence block thin.

Weaknesses:

- No cohort metrics

Execution Feasibility — 49/100

Execution plausible with dependencies mapped.

Justification: Partial operational detail.

Weaknesses:

- Dependencies not fully owned

Risk & Reversibility — 60/100

Partially reversible with hiring freeze.

Justification: Standard hiring risk profile.

Strategic Alignment — 62/100

Aligns with growth narrative.

Justification: Alternatives considered.

Assumptions detected

- [user_provided] (medium impact) Market demand supports additional headcount
- [inferred] (high impact) Hiring timeline fits within runway

Missing information

- CAC/LTV by channel
- Capacity plan for onboarding

Risk analysis

financial (medium probability · high impact)

Burn increases before revenue materializes

Mitigation: Phase hires against leading indicators

Reversibility analysis

Hiring can be slowed; severance and morale costs apply after commitments.

Suggested validations

- Validate pipeline conversion with current team capacity

Operational activation opportunities

- Activate hiring workflow and role scorecard

Scenario analysis

This simulator does not predict the future. It structures plausible scenarios to improve decision quality.

Hiring drag (pessimistic)

Probability: medium

Ramp slower than expected; burn rises without revenue lift.

Impact: Material downside

Drivers:

- Weak pipeline
- Long onboarding

Risks:

- Runway pressure

Early signals:

- Missed hiring milestones

Steady ramp (neutral)

Probability: medium

Team scales on plan; revenue grows in line with base case.

Impact: In line with expectation

Drivers:

- Stable demand

Risks:

- Normal variance

Early signals:

- Quota attainment on track

Accelerated growth (optimistic)

Probability: low

New capacity unlocks deals faster than forecast.

Impact: Upside vs plan

Drivers:

- Strong close rates

Risks:

- Over-hiring ahead of demand

Early signals:

- Early quota over-performance

Conclusion

The decision appears structurally reasonable under these conditions, but evidence quality is moderate. Before advancing, validating pipeline and unit economics would strengthen the evaluation.