

Don't Let Market Conditions Dictate Your Modernization

A decision framework for infrastructure leaders navigating supply chain constraints and market uncertainty



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Today's supply constraints have meaningful implications for modernization plans

[Semiconductor supply constraints](#) and related market dynamics are affecting infrastructure availability, pricing, and planning assumptions. Recognizing these conditions is the starting point for pivoting plans accordingly. The challenge for technology leaders is determining how to adjust modernization plans without losing momentum.

This guide is designed to support senior IT leaders as you determine practical next steps and maintain modernization progress while factoring in infrastructure constraints.

Modernization planning conditions have changed

Many infrastructure plans were built on assumptions that no longer consistently hold.

Traditional planning assumptions



Hardware and capacity could be procured within expected timelines



Pricing remains stable long enough to support planning and approvals



Migration schedules are primarily governed by internal readiness

Today's planning reality



Procurement timelines and pricing validity are shorter and less predictable

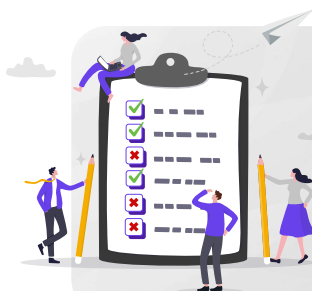


Migration execution can be constrained by availability, not just architecture



External dependencies increasingly influence delivery risk

Modernization remains a priority, but execution now requires greater flexibility in how and when change occurs.



Quote validity windows have compressed

Pricing validity has fallen from the historical 60–90 days to as little as 7–14 days, compressing procurement cycles and increasing the risk that pricing changes before contracts are finalized.

Adopting a more flexible planning approach

In constrained conditions, effective infrastructure planning shifts from linear roadmaps to option based decision-making. This means:



Separating strategic intent from execution timing

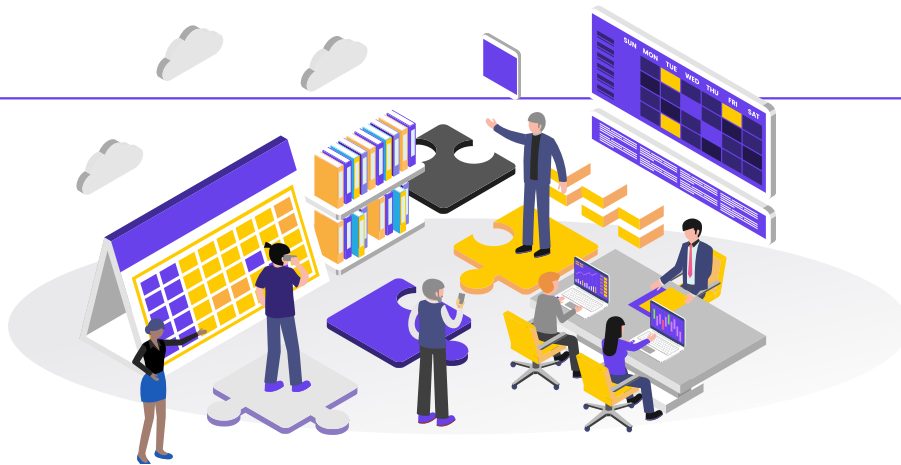


Avoiding single-path plans that depend on fixed availability assumptions



Treating platform choices and operating models as levers for risk management

The goal isn't slowing progress. It's about pivoting your plan to ensure it remains achievable for your organization.



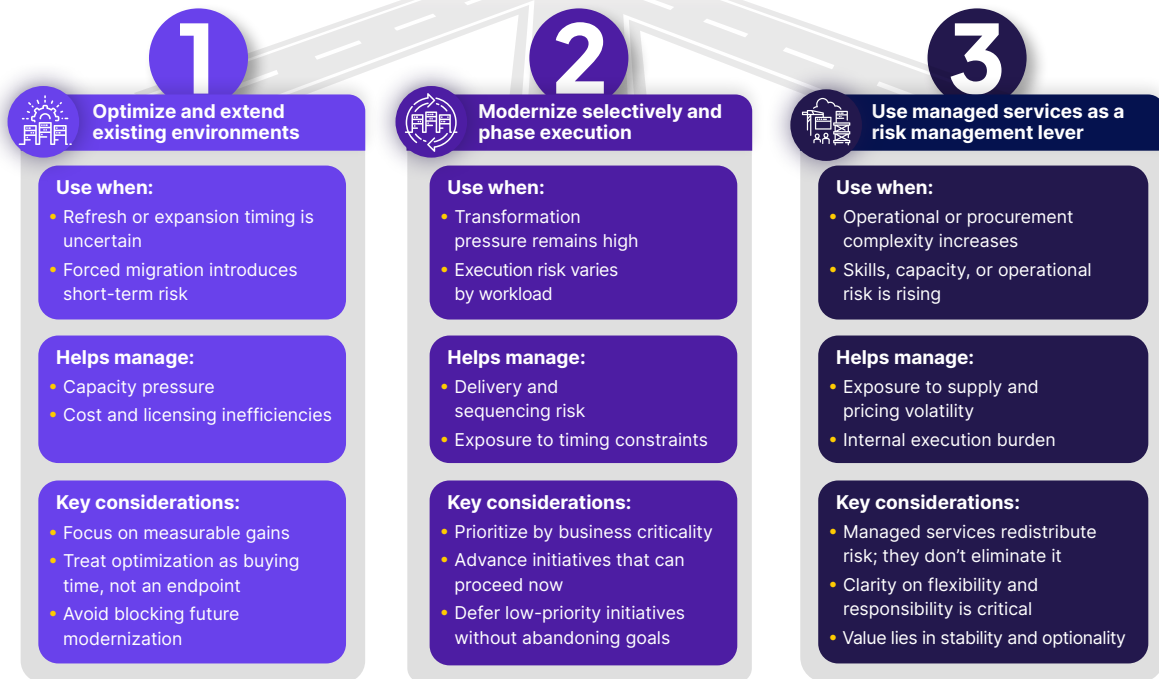
Identifying where constraints affect your infrastructure plans

Use the scenarios below to identify where capacity, pricing, or execution constraints may affect your current infrastructure priorities.

Constraint		Response to consider
Hardware availability is uncertain	➤	Optimize existing platforms; avoid forced refresh
Pricing changes rapidly	➤	Favor consumption-based or managed models
Skills or operational risk is increasing	➤	Introduce managed or co-managed services
Transformation urgency remains high	➤	Phase modernization and prioritize critical workloads

Three decision paths leaders are actively using

Once constraints are understood, leaders are adjusting plans using a combination of the following decision paths.



What resilient modernization plans have in common

As leaders adapt modernization plans to current constraints, certain characteristics consistently show up in programs that continue to move forward, including:

- ✓ Multiple viable execution paths
- ✓ Clear prioritization tied to business outcomes
- ✓ Willingness to optimize and modernize
- ✓ Operating models designed to absorb uncertainty

Under these conditions, legacy optimization and managed services can play a practical role in sustaining momentum.

Next Steps

Many leaders are taking short, focused steps before committing to major execution decisions:

- Assess where capacity or procurement uncertainty could affect delivery
- Identify which modernization initiatives are time-sensitive versus more flexible
- Clarify where optimization, phasing, or managed models could reduce risk

Ensono works with organizations to support this type of assessment—helping leaders ensure modernization plans remain credible, fundable, and executable under changing conditions.

Keep Modernization Moving Despite Market Constraints

If you're evaluating next steps, we can help.

Let's Connect