

# NetSuite Implementation Risks: Heat Map

RISK AREA	LIKELIHOOD	BUSINESS IMPACT	EARLY WARNING SIGNS	PREVENTION MOVE
<b>Weak Executive Sponsorship</b>	■ High	■ High	Decisions stall, scope debates drag	Assign one empowered sponsor with final say
<b>Unclear Requirements</b>	■ Very High	■ Severe	"That's not what we meant" in UAT	Formal discovery workshops and documented signoff
<b>Scope Creep</b>	■ High	■ High	"While we're at it..." requests mid-build	Lock phase 1 scope, backlog the rest
<b>Data Migration Errors</b>	■ High	■ High	Duplicate customers, wrong balances	Clean master data before migration
<b>Over-Customization</b> (SuiteScript abuse)	■ Medium	■ High	Heavy scripting early	Configure first, customize last
<b>Integration Blind Spots</b>	■ Medium	■ High	Reconciliation nightmares Data mismatches across systems Manual workarounds introduced	Map system-of-record for every data flow Choose the right middleware Test end-to-end
<b>Under-Testing</b>	■ High	■ Severe	Issues discovered week of go-live	End-to-end + edge case testing
<b>Poor Change Management</b>	■ Very High	■ Severe	Users revert to spreadsheets post-go-live Teams aren't confident in the new process Adaption stalls	Role-based training + adoption tracking early (don't wait until go-live) Build role-specific manuals and playbooks Measure adoption (login rates, tasks successes, error rates)
<b>No Hypercare Plan</b>	■ Medium	■ High	Post-go-live chaos	4-8 week stabilization window
<b>Partner Misalignment</b>	■ Medium	■ Severe	"That's out of scope" surprises	Clear SOW boundaries + governance structure Vet partners on real NetSuite project experience