Category

Data & AI

Data Literacy for Cloud & Data Platform Adoption Stakeholders Playbook

Making platform decisions on capability and cost data that reflects how you'll actually use it

- Practitioner
- Intermediate
- Template Included

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- 4 minute(s)

Overview

A framework for building data literacy specifically for stakeholders evaluating and adopting cloud and data platform technology — vendor benchmark skepticism, total cost of ownership modeling, and appropriately weighing vendor-provided performance claims against your organization's actual workload characteristics.

Vendor-provided benchmarks and case studies seem like useful

decision inputs — what's the data literacy concern? Vendor benchmarks are typically constructed under conditions favorable to the vendor's product, and case studies are selectively chosen success stories — useful as inputs, but genuine literacy means

recognizing these limitations and validating claims against your organization's actual workload characteristics rather than accepting them at face value.

What's the most common data literacy gap specifically in cloud

and platform adoption decisions? Underestimating total cost of ownership by focusing on headline pricing without accounting for data egress costs, integration effort, and ongoing operational overhead — costs that often don't appear prominently in vendor-provided pricing comparisons.

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