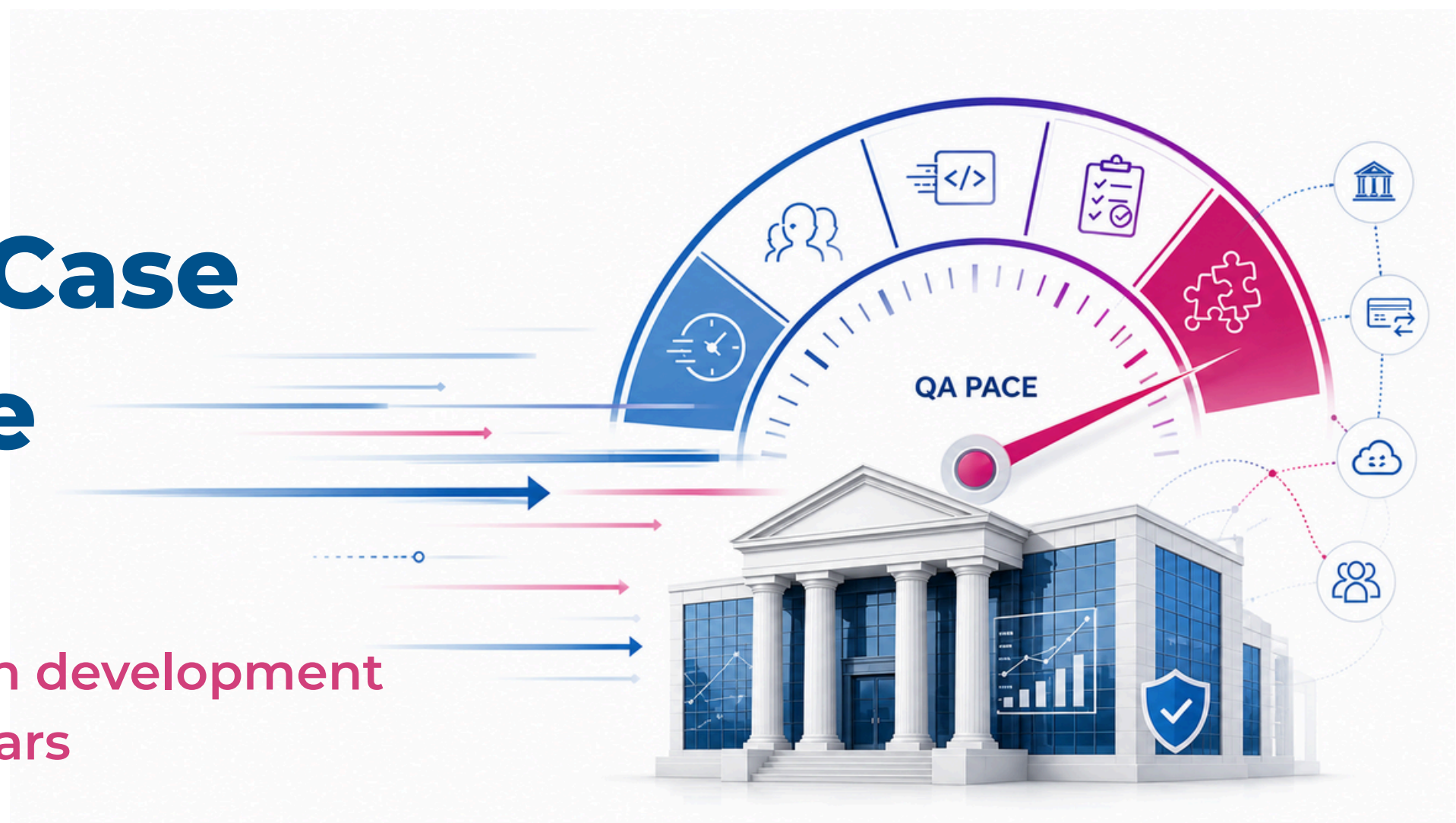




The Business Case for Closing the Quality Gap

What the speed gap between development and QA actually costs, in dollars



Every technology leader eventually asks the same question: **is this worth budgeting for?** Here's the honest math.

THE COST OF DOING NOTHING

Enterprise incident-cost research puts a typical significant outage between \$100,000 and \$300,000 once you count emergency engineering time, incident response, and remediation, per ITIC's 2025 outage-cost survey. Across financial services specifically, Splunk and Oxford Economics put annual downtime cost at \$152 million industry-wide. Most of that never shows up as a line item. It shows up as engineering hours nobody planned for.

Run the math on QA headcount instead. A QA engineer earning a representative \$110,000 who spends 30% of their time maintaining scripts that break every time the UI changes is costing roughly \$33,000 a year in standing-still work. A five-person QA team spending that share of its time on script maintenance is somewhere near \$165,000 a year not spent on the judgment calls that actually reduce risk. That number exists whether or not it's in a budget line.

WHAT CLOSING THE GAP IS WORTH

The opportunity is not simply more testing. It is more useful testing.

**70% →
Over 99%**
Test coverage

**35%
down**
Testing cost

**40%
faster**
Time-to-market

**20%
down**
Support cost

Translated to that same \$110,000 QA salary base: a 35% reduction in testing cost on a five-person team is worth roughly \$58,000 a year back, redirected toward the highest-risk 30% of changes instead of spread evenly across everything a team happens to get to.

THE REAL COMPARISON

Path	What it costs to start	What it actually costs you
Do nothing	No new budget line	The gap compounds every sprint. The next production incident isn't hypothetical.
Add headcount	~\$110K+ per hire	Costs scale with every new integration, indefinitely. No ceiling.
Adopt connected QE	Platform investment	Coverage and speed improve together, without linear headcount growth.

WHAT THIS DOESN'T COST

This isn't a platform replacement. It sits on top of what you're already running. The number that matters here isn't a new budget line. It's the cost you're already paying without one.

WHAT THIS LOOKS LIKE WITH YOUR OWN NUMBERS

The math above uses industry figures and a representative salary base, deliberately, so it holds up no matter where you're starting from. What actually matters is what these same categories look like against your specific stack and team. If it would help to work through that math with your own numbers in the room, someone from the Pulse_{AI} team is glad to do that.

SOURCES

ITIC, 2025 Outage Cost Survey; Splunk and Oxford Economics, "Hidden Costs of Downtime" research; McKinsey & Company, "Regional banks branch out with AI." QA salary and cost figures are illustrative, calculated from a representative \$110,000 base, not a specific client's reported numbers.

About Maveric Systems

Maveric Systems is a banking and financial services technology specialist with 25+ years of domain-led delivery across retail, corporate, wealth, and capital markets institutions globally. Maveric's Pulse_{AI} platform brings connected, risk-aware, AI-native quality engineering to banks and credit unions, without requiring a core platform replacement.

25+ years of domain mastery	7+ Operations and Technology AI CoEs	12+ AI powered Platforms and Solutions	AI@Scale Proprietary Framework for AI adoption at Scale
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