

Economic Persistence Bias

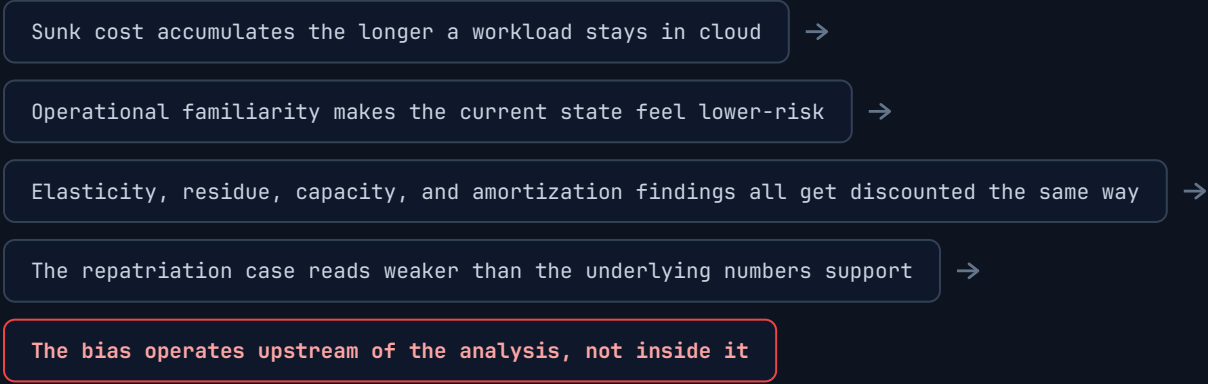
DEFINITION

The tendency to keep workloads where they already run because sunk cost and operational familiarity bias the economics against movement.

FRAMEWORK FLOW

01 The Condition A workload has run in cloud long enough that real sunk cost — integrations, team habits, institutional comfort — has accumulated around it, independent of what the current economics say.	02 The Boundary Cloud Lock-In Sensitivity scores the contractual and structural side of that stickiness. Persistence Bias is the decision-making side — how a reviewer weighs that structure once the numbers are on the table.	03 Failure State The same bias that keeps a workload in place also discounts the other four repatriation variables — elasticity forfeited, dependency residue, stranded capacity, amortization timing all get underweighted in the same review.	04 Consequence Every other finding reads as smaller than it is — not because the analysis is wrong, but because the organization evaluating it has a standing incentive to prefer the status quo it already understands.
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Failure State: The Bias Grades Its Own Homework



THE DIAGNOSTIC SIGNAL

SUNK COST EXPOSURE

Ask how long the workload has run in its current location and how many integrations have grown around it. Longer tenure doesn't change the math — it reliably changes how the math gets weighed.

STRUCTURE VS. BIAS

Separate Cloud Lock-In Sensitivity — commitment tenure and dependency coupling, a structural fact — from Persistence Bias itself, the decision-maker's discount applied on top of that structure.

TRIGGER CONDITION

The bias is invisible inside any single review. It shows up as a pattern — across every repatriation candidate a team declines to seriously evaluate — not as a flaw in one analysis.

REMEDiation SHAPE

Price each of the other four variables independently before discussing whether to move. Separating the math from the recommendation is what keeps the bias from grading its own homework.

ARCHITECTURAL RELATIONSHIPS

#76

Repatriation Elasticity Gap

RELATED MODERATE

Persistence Bias is why the Elasticity Gap gets underpriced in the first place — sunk cost and operational familiarity discount the value of the burst headroom being surrendered.

#77

Cloud Dependency Residue

RELATED MODERATE

Persistence Bias is why Structural residue gets left unaddressed — the same operational familiarity that keeps a workload in place keeps identity and CI/CD anchored to cloud by default.

#78

Stranded Capacity Risk

RELATED MODERATE

Persistence Bias distorts the forecast Stranded Capacity Risk is sized against — sunk cost and operational familiarity push the peak estimate toward the comfortable number, not the honest one.

#80

Operational Amortization Window

RELATED MODERATE

Persistence Bias is what makes the Amortization Window feel longer than it actually is — the same inertia that discounts the case for moving discounts the payoff once the window is already running.

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FRAMEWORK HOME

The engine's Cloud Lock-In Sensitivity output scores the structural precondition this bias operates on — commitment tenure and dependency coupling. The bias itself is the decision-making layer the tool can surface evidence for but cannot compute directly; that gap is the reason a human review still has to run the other four outputs independently rather than trust the recommendation the team already prefers.

"The other four variables are numbers a spreadsheet can hold. Economic Persistence Bias is what happens before the spreadsheet gets built — the discount applied to every unfamiliar number before anyone has run the math."