



LATTIS

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# **Why the Businesses That Wait Pay the Most**

And what it takes to break the cycle.

April 2026



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## Part Five: Breaking the Cycle

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Breaking the reactive spending cycle is not a technology decision. It is a business decision made by someone with the authority and the will to change direction. The technology follows.

The first step is an assessment. Not a sales pitch. Not a product demo. A clear-eyed look at what exists, what condition it's in, what risks it carries, and what it would take to bring it to a reasonable standard. That assessment produces a prioritized list — items that need immediate attention for security or stability, and a longer roadmap of improvements that can be planned and budgeted over time.

The second step is a budget. Not an open-ended commitment. A three-year technology budget that accounts for known replacements, known end-of-life dates, known risks, and a contingency for the unknowns. This budget replaces the unpredictable emergency spending with planned investment. It gives leadership a defensible number and a documented rationale behind every line item.

The third step is a relationship. Not a vendor you call when things break. A partner who knows your environment because they built it, monitors it because they're responsible for it, and plans alongside you because they understand where your business is going. That relationship is what turns a three-year budget from a document into a working plan.

*The companies that get this right decided, at some point, that the cycle was costing them more than the alternative.*

The businesses that break the cycle share one characteristic: they made a decision. Not a gradual drift toward better practices. A deliberate choice to stop managing technology reactively and start managing it as the business-critical system it is. That decision is the hardest part. Everything after it is execution.



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## A Word About Lattis

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Lattis has been building and managing technology systems for businesses on the Central Coast of California since 2000. We work with manufacturers, agricultural operations, wineries, professional services firms, private estates, and industrial facilities across San Luis Obispo and Santa Barbara Counties.

We are a small company by design. Fewer than ten people. That's deliberate. We don't staff up to handle volume. We staff to handle complexity. The people here have real depth — networking, security, physical security integration, voice, fiber. When you call Lattis, you get someone who knows your environment because they helped build it.

We started in telecommunications in the 1990s. That foundation gives us a depth of understanding about what happens at the network level that most IT providers don't have. Beyond the network, we design and install fiber optic systems, structured cabling, camera and access control systems, and unified communications platforms. We also do strategic planning with clients — three-year budget forecasts, technology roadmaps, and investment prioritization.

If any part of this paper described your situation, we'd welcome a conversation. No pitch deck. No pressure. Just a clear read on where things stand and what it would take to change direction.

Contact us at [lattisnetworks.com](http://lattisnetworks.com) or call (805) 470-7666 to start a conversation.

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*Referenced framework: Everett M. Rogers, Diffusion of Innovations (1962, Free Press). The five-segment adoption curve has been widely applied in technology marketing and organizational change research.*