Data as of 12 September 2026 | Research draft · buyer edition

FOR FOUNDERS, CEOS AND CTOS PLANNING A SOFTWARE MODERNIZATION

Before you modernize, read what other buyers already told us.

Five questions a buyer asks before signing — answered from 1,139 client reviews of modernization projects and 4,062 vendor case studies, not from opinion.

9,344 reviews read · 1,139 describe modernization 7,862 case studies · 4,062 about modernization

1,051 vendors with reviews · 497 with case studies

IN THIS REPORT

1 Who is doing this?
2 What do they leave behind?
3 How long does it take?
4 What results, and can you trust the numbers?
5 Why did they start?
6 Five questions to ask before you sign

Methods, glossary and sources at the end. Every figure's data table is in the interactive edition (claude.ai artifact *Before You Modernize*, `28-before-you-modernize.html`) and in the Markdown edition (`28-before-you-modernize-report.md`).

Two sources, two voices

Every chart says which voice it uses. The two rarely agree, and the difference between them is often the most useful result.

- **Clients** — what buyers wrote in reviews on Clutch, a directory of software vendors. Their own words, edited by Clutch.
- **Vendors** — what modernization companies wrote in the case studies on their own websites.

1 · WHO BUYS	2 · WHAT THEY LEAVE	3 · HOW LONG	4 · WHAT RESULTS	5 · WHY START
55 %	**790** vs 34	**9–12** months	**70 %**	**1** in 20
Of modernization buyers in companies with 200 employees or fewer, 55% have a business title (CEO, founder, COO); 20% have a technical one.	Of 4,062 vendor case studies, 790 replace manual work or spreadsheets. 34 replace a mainframe.	Median length of a finished project at $50,000–$1M budgets. 45% of clients reviewed while the work was still running.	of the numbers in vendor case studies cannot be checked: no starting point, time period or method anywhere in the results.	projects began because the previous vendor failed, left or closed down (a "rescue"). The top stated reason is growth (15%); cost is 2%.

1

WHO IS DOING THIS?

People like you — and the buyer changes at 200 employees.

SHORT ANSWER

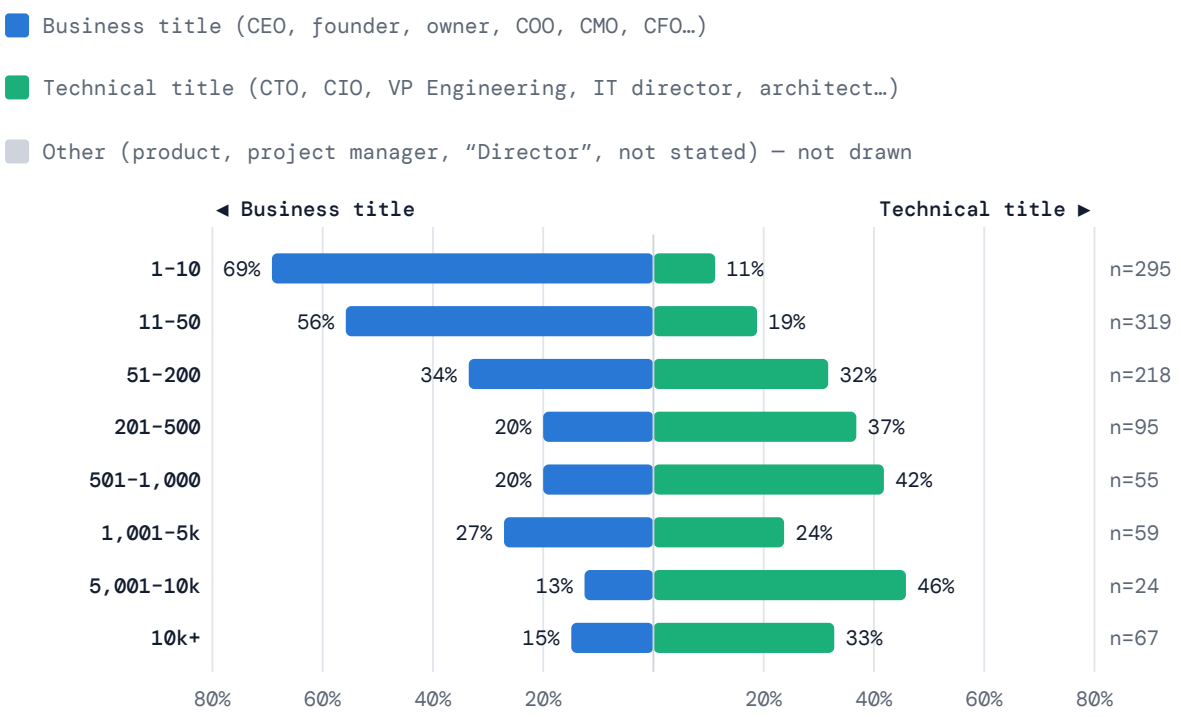
73% of modernization reviews (832 of 1,139) come from companies with **200 employees or fewer**. In those companies, the person who wrote the review — and usually signed the contract — has a **business title** such as CEO, founder, owner or COO (55%), not a technical one (20%). Above 200 employees the pattern reverses: **technical titles** such as CTO, VP Engineering or IT director lead, 35% to 20%.

We read the job title of every reviewer and sorted it into families. The change is sharp, not gradual. At 1–10 employees, 69% of modernization buyers hold a business title and 11% a technical one. At 51–200 employees the two shares are equal. From 201 employees upward, technical titles lead in every size band.

FIGURE 1 · WHO SIGNS THE REVIEW

Business titles below 200 employees, technical titles above.

Client voice · 1,139 modernization reviews · share of reviews in each company-size band



Bars to the left show the share of reviews in that size band written by someone with a business title; bars to the right, a technical title. The rest ("Other") is in the data table (web and Markdown editions). Title families are our grouping of the reviewer's self-reported position; the rule is printed in the evidence file. Company size is the reviewer's own band as shown on Clutch. Source: [1].

Compared with all reviews, modernization buyers are a little larger and spend more. CTO-family titles are 23% of modernization reviews, against 17% of all 9,344 reviews — the most over-represented role. Projects of $200,000 or more are 21% of modernization reviews against 15% of all reviews; projects

under $50,000 fall from 38% to 29%. 52% of modernization reviews come from the United States (45% of all reviews) and 8% from the United Kingdom. India, a large source of reviews overall (7%), falls to 3%.

Modernization is a growing share of what buyers describe. 18% of reviews published in 2025, and 18% in 2026, use modernization words (legacy, migrate, rebuild, outdated…), against 10–11% in every year from 2019 to 2024. Part of this is simply a change in the words people use; most of it remains after we control for the length of the text.

24%

of their clients are **enterprises** (revenue above $1 billion), according to the client mix vendors declare on their Clutch profiles — the average across 1,039 profiles.

BUT

5%

of the 9,344 reviews come from companies with **more than 5,000 employees**. 80% come from companies with 200 or fewer.

> The two figures use different scales — vendors declare their clients by revenue, reviewers state their employee count — so read this as a contrast, not an exact comparison. A company with $1 billion in revenue almost always has more than 5,000 employees; the reverse is not guaranteed. Source: [1].

What this means for you

If you are a founder or COO without a CTO, you are the typical modernization buyer. Most vendor websites and case studies are still written for engineers, and vendors describe their clients as much larger than the clients who actually write reviews.

Ask each vendor to explain the plan in business terms: what changes for your customers, your staff and your monthly costs, and what your own team will have to do. A vendor who cannot do that has written the pitch for a different kind of buyer.

2

WHAT DO THEY LEAVE BEHIND?

The most common “legacy system” is manual work, not old code.

SHORT ANSWER

In **790 of 4,062** vendor modernization case studies (19%), the thing being replaced is a manual process, a spreadsheet or paper. Mainframes and COBOL — the classic picture of an old system — appear in **34 case studies (0.8%)**. And in **53%** of case studies (2,163) the vendor never names the old technology at all.

790

case studies start from **manual work, spreadsheets or paper** — 19% of the 4,062. 137 of them literally say “Excel”; most describe “manual processes”.

VERSUS

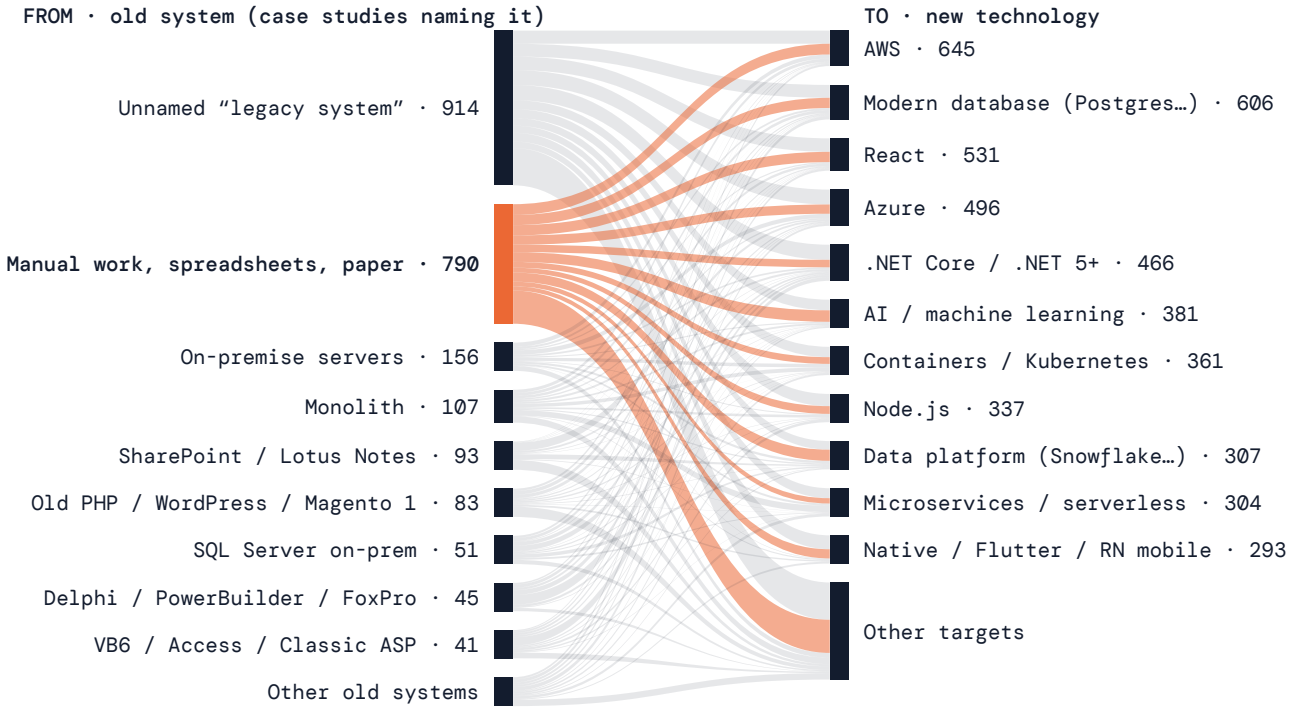
34

case studies start from a **mainframe or COBOL** — 0.8%. Fewer than start from SharePoint or Lotus Notes (93).

FIGURE 2 · THE MIGRATION MAP

Where modernization case studies start, and where they go.

Vendor voice · 1,310 case studies that name both an old system and a new one · ribbon width = number of case studies naming that pair



Left: the old system, as named in the case study’s problem section. Right: the new technology, as named in the solution, results or technology list. A case study naming two old systems and three new ones is counted in each of the six pairs, so ribbons add up to more than the number of case studies. Small families are grouped into “Other”. Every pair and its count is listed in the data table (web and Markdown editions). Matching rules and a 40-case-study hand check (96–98% correct) are in [2].

Where they go is named freely; where they come from is not. Cloud comes first — AWS in 645 case studies (16%), Azure in 496 (12%) — then a modern database (606), React (531) and .NET Core (466). AI or machine learning is a target in 381 case studies (9%), and 105 of those start from spreadsheets: the most common route from manual work today leads directly to an "AI-powered" tool (the vendors' own wording). The clearest named route is monolith → microservices (61 case studies).

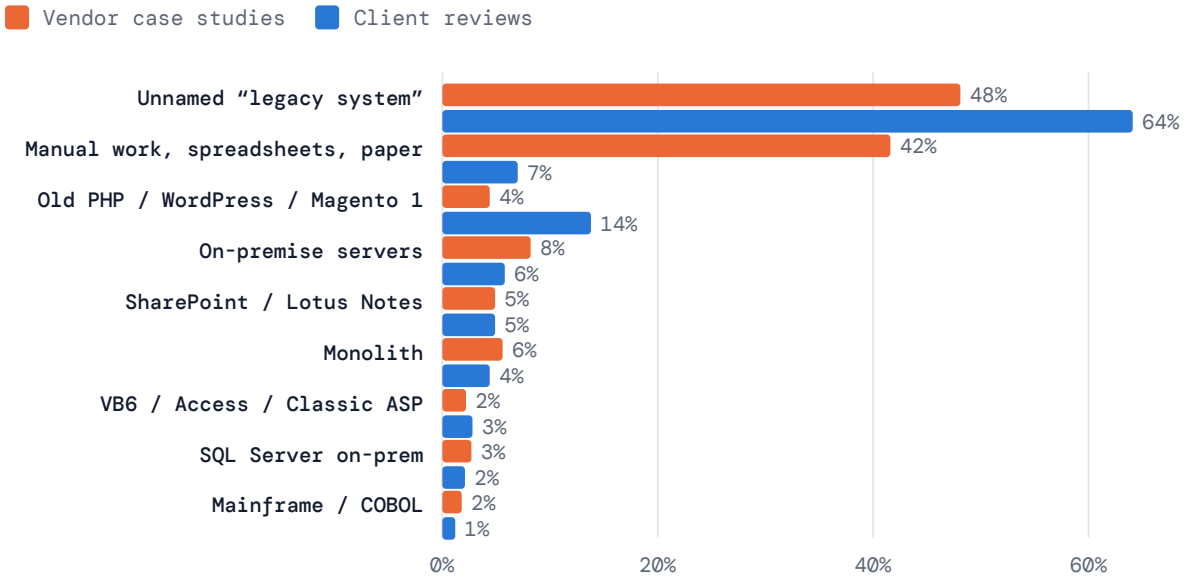
> **The routes vendors advertise most are the rarest in print.** .NET Framework → .NET Core appears in 17 case studies of 4,062; PHP 5 → PHP 8 or Laravel in 12; Magento 1 → Magento 2 in 12; AngularJS → Angular in 5. If a vendor sells you exactly this upgrade, ask for the case study — most vendors do not have one written down.

Company size changes the route. Among the 589 case studies that state the client's size, companies with 200 employees or fewer most often leave spreadsheets and move to a modern database, React, AWS and Node. Companies above 1,000 employees leave SharePoint or Lotus Notes (7% of them, against 1% of small clients) and move to Azure (20%) more than to AWS (14%). Treat this as a direction, not a rule.

FIGURE 3 · TWO VOICES, ONE JOURNEY

Vendors talk about replacing spreadsheets. Clients talk about their old PHP website.

Share of documents that name an old system · Vendor: 1,899 case studies · Client: 429 modernization reviews



Both sides are matched with the same word lists. A Clutch review has no technology list and only two text sections, so clients name fewer systems overall. To make the two sides comparable, the shares here are of documents where a system *was* named. "Unnamed legacy" means the text says "legacy system" or "technical debt" without naming a technology. Source: [2].

What this means for you

If your "legacy system" is spreadsheets, email and a few people who know how things work, you are not behind. You are the most common modernization client there is.

Ask each vendor for two or three case studies that start where you start, and check whether the case study names the old system. Half of them do not — and a case study that hides what it replaced cannot tell you what the hard part was.

3

HOW LONG DOES IT TAKE?

Nine to twelve months when it ends — and half the time it has not ended.

SHORT ANSWER

Across all budgets, a finished modernization project has a median length of **7 months**. That figure is pulled down by small projects. At **$50,000–$200,000** the median finished project is **9 months**; at **$200,000–$1 million** it is **12 months**. And **45%** of clients wrote their review while the work was still going on — those projects had already run a **median of 17 months**. Your budget, not your company size, predicts which of the two you get.

9–12 months

Median length of a **finished** modernization project at $50,000–$200,000 (9 months, 149 projects) and $200,000–$1M (12 months, 72 projects). All budgets: 7 months, 607 projects.

client voice

17 months

Median time already spent on projects that were **still running** when the client reviewed. A lower bound — the true length is longer. 38% had passed two years.

506 ongoing projects, client voice

7 months

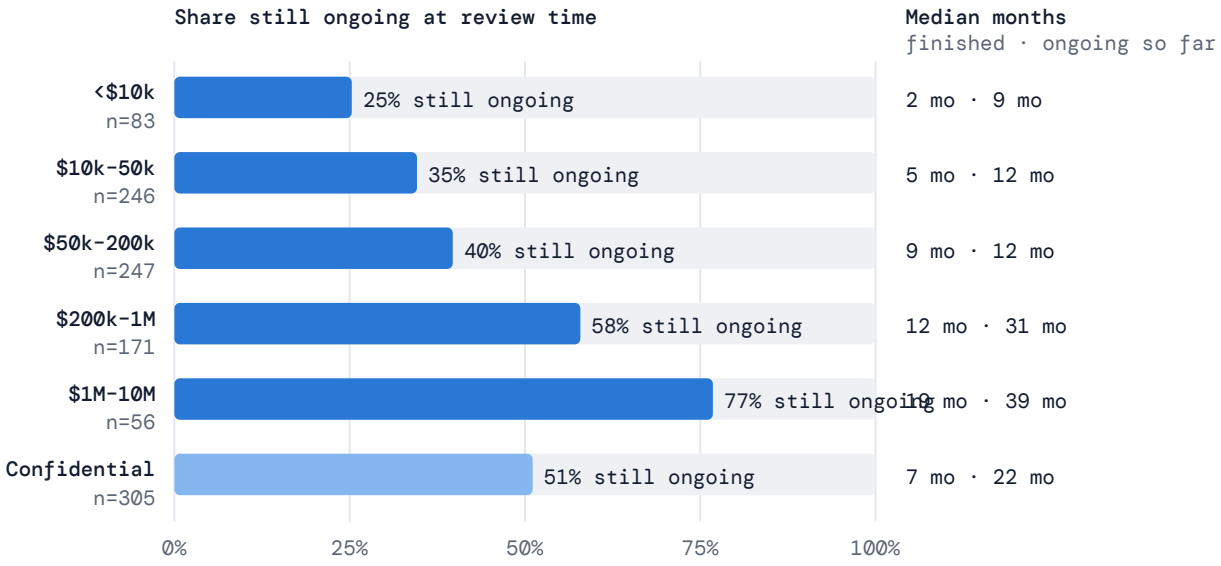
Median duration **vendors** state in their own case studies (803 with a readable duration). But only 29% of the 4,062 modernization case studies state a duration at all.

vendor voice

FIGURE 4 · A BIGGER BUDGET BUYS A LONGER PROJECT, NOT A FASTER ONE

The more you spend, the more likely the work is still running when you review it.

Client voice · 1,113 modernization reviews with a readable project length · by the project-size band shown on the review

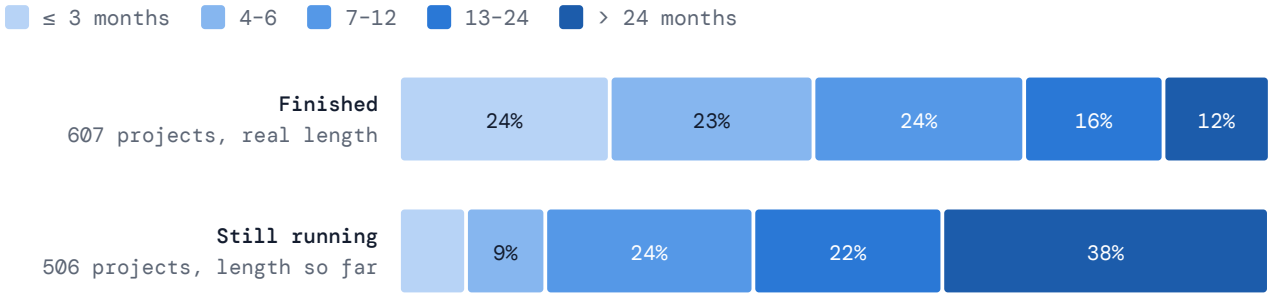


"Ongoing" is Clutch's own label on the review's project length ("Dec. 2023 – Ongoing"). Median months for finished projects are counted between the first and last month shown. Months for ongoing projects run from the start to the review date and understate the true length. The $1–10M band holds only 56 projects (43 ongoing), so read 77% as "roughly three in four". "Confidential" is the single largest band and is shown for completeness. Source: [3].

FIGURE 5 · TWO KINDS OF TIMELINE

Finished projects cluster under a year. Projects still running have already passed it.

Client voice · 607 finished vs 506 ongoing modernization projects · share of projects in each duration band



For ongoing projects the band is the time from start to review date, so the true distribution sits further right than shown. Company size makes almost no difference: clients with 200 employees or fewer were ongoing 46% of the time (median finished length 7 months), larger clients 45% (8 months). Source: [3].

"Ongoing" means two different things. Some of these projects are late deliveries. Many are retained relationships: the vendor built the new system and stayed on for support and new features — several reviews show a start date more than ten years before the review. The data cannot separate the two, and a buyer should plan for both: the build itself, and the years of paid work after it.

Vendors state a team size even less often than a duration. 15% of modernization case studies name the team; where they give a number, the median is 5 people (half the teams are between 3 and 8). A small team working over a long period is the normal pattern for this work.

Clients talk about time mainly to praise it. 38% of modernization reviews say the work was delivered on time or on schedule. About 4–8% describe a delay — after reading the matched sentences by hand, most "delay" hits were sentences like "no delays" or "never missed a deadline". Remember who writes: reviews are published a median of 2 months after the stated end, by clients who were satisfied enough to write one.

What this means for you

Plan for a long working partnership, not a one-off project. For a modernization of $200,000 or more, there is a 58–77% chance the work is still running at the point where a client normally writes a review. By then it has usually run for two to three years.

Decide in advance what "done" means — the system works, your people have accepted it, your users have moved — and ask what the months after the first release will cost. A proposal that prices only the building phase has priced about half the work.

4

WHAT RESULTS, AND CAN YOU TRUST THE NUMBERS?

Half the case studies show no number. The other half show round ones.

SHORT ANSWER

50% of vendor modernization case studies (2,016 of 4,062) contain no number at all. When they do, the numbers are round: **one in three** percentage claims is exactly 30%, 40%, 50% or 100%. And **70%** of all number claims cannot be checked — no starting point, no time period and no method anywhere in the results section (88% when only the sentence with the number is read). Clients report numbers even less often, in **16%** of reviews, and round them even more than vendors do.

50 %

of modernization case studies publish at least one number: 2,046 of 4,062. Those carry 5,857 numbers in total, about 3 per case study that has any.

vendor voice

3 %

of those 5,857 numbers are a money amount. 54% are percentages; 25% are counts of things (“12 dashboards built”).

vendor voice

16 %

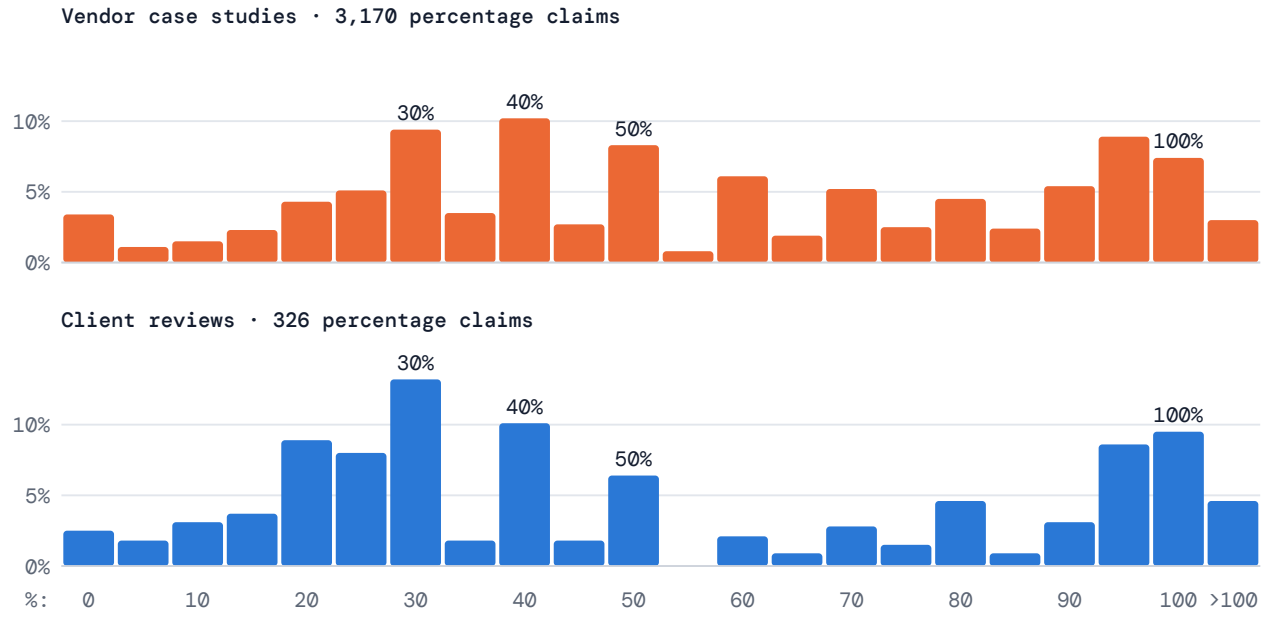
of modernization reviews (180 of 1,139) give any number in the results section. Company size does not change this: 16% below 200 employees, 16% above.

client voice

FIGURE 6 · THE ROUND-NUMBER TEST

Percentage claims cluster on the round values 30, 40, 50 and 100.

Percentage claims about outcomes · Vendor: 3,170 in case studies · Client: 326 in reviews · share of claims in each 5-point bin

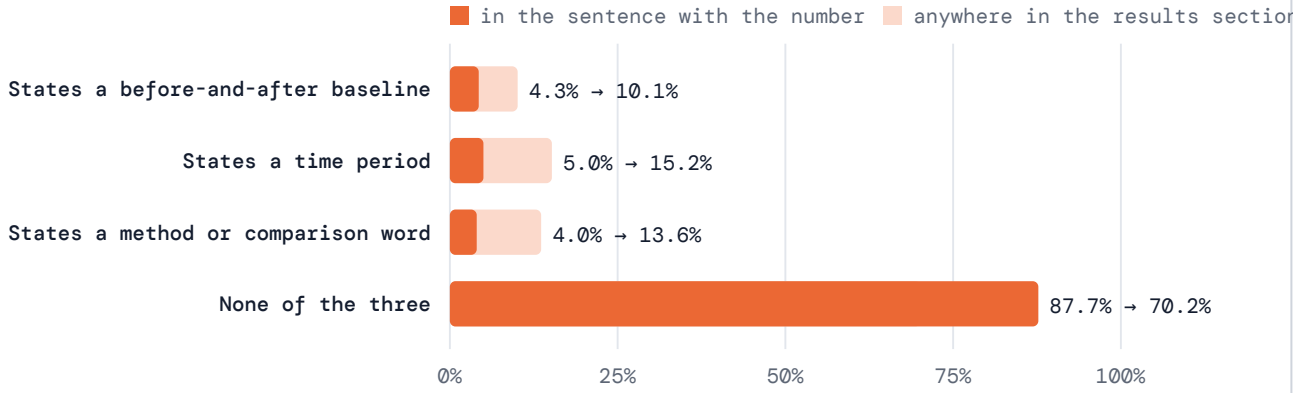


A measured result can land on any value; an estimated one lands on a round number. 59% of vendor percentages and 63% of client percentages are exact multiples of ten. The four values 40%, 30%, 50% and 100% alone are 32% of all vendor claims, each used by roughly 100 different vendors. Clients hedge their numbers twice as often (“about 30%”, “up to 50%”: 21% of client claims vs 10% of vendor claims). Source: [4].

FIGURE 7 · CAN THE NUMBER BE CHECKED?

70% of vendor numbers arrive with no starting point, no time period and no method.

Vendor voice · 5,857 numbers in modernization case studies · tested on the sentence with the number, and on the whole results section



Starting point (baseline) = a before-and-after value ("from 12 seconds to 2"). Time period = a window ("within six months"). Method = a comparison or measurement word ("compared to", "measured", "average"). Client numbers are no better: 6% state a starting point. Source: [4].

What the numbers are about. Among the 2,046 case studies that publish any: time saved or efficiency (30%), speed (22%), cost (20%), reliability (19%), users or adoption (17%), conversion (13%). Revenue appears in 8%. The largest single group (62%) is "other" — counts of databases consolidated, documents migrated, dashboards built. These describe activity, not outcome.

What clients say instead of a number. Of the 958 reviews with no figure: "improved" or "increased" without saying by how much (35%), "on time" (30%), "impressed" (29%), "responsive" (25%), "happy" (15%), "smooth" (14%). Only 10% say none of these. Clients describe satisfaction in words, not in numbers.

A 20-minute test for your shortlist. Of the 280 vendors with five or more modernization case studies, the typical vendor puts numbers in 46% of them; 20 vendors never do, 33 always do. Open each shortlisted vendor's case studies and count: how many carry a number, and how many of those numbers say *compared to what*? The count tells you how the vendor measures — the thing you will live with after launch.

What this means for you

Treat a percentage in a case study as a headline, not a measurement. Three questions turn a headline into a measurement: *less than what? over what period? measured how?* A vendor who can answer for one of its own case studies is worth more than ten vendors who cannot.

Then ask for one former client you can call. The reviews suggest that client will speak in adjectives, so ask the same three questions.

5

WHY DID THEY START — AND HOW OFTEN WAS IT A RESCUE?

Most buyers never say why. Those who do say growth.

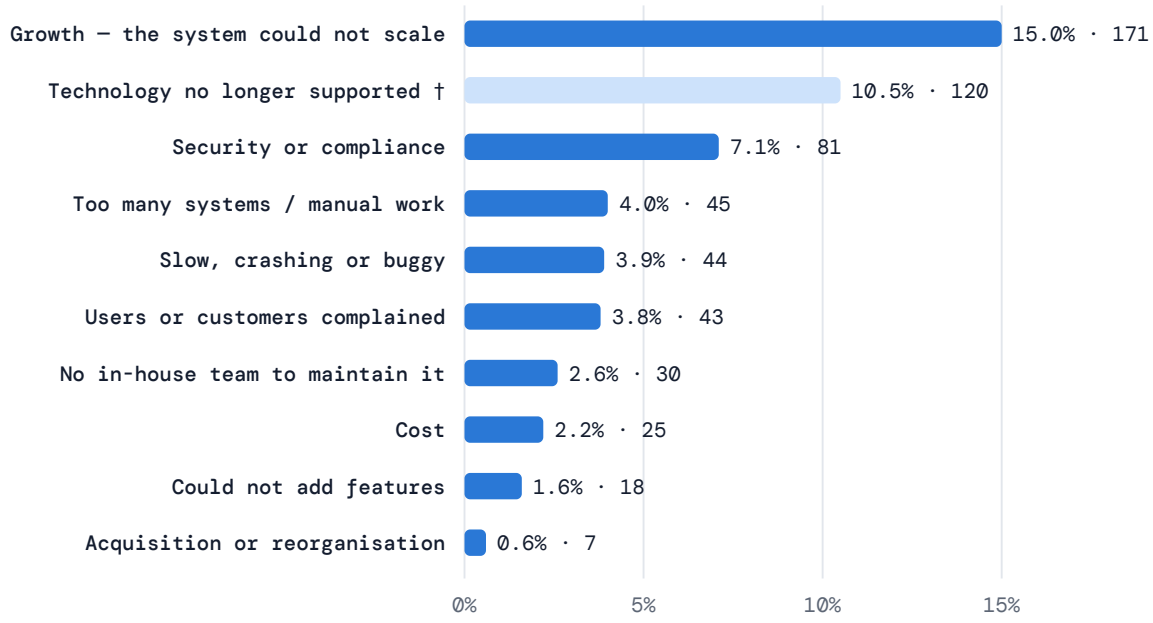
SHORT ANSWER

63% of modernization reviews list goals, not reasons. Among the 37% that give a reason, the most common is **growth**: the old system could not keep up (15% of all 1,139 modernization reviews). Then technology that was **no longer supported** (11%), then **security and compliance** (7%). Cost is almost never the stated reason (2%). And about **1 in 20** modernization projects began because the previous vendor failed, left or closed down — we call this a “rescue”.

FIGURE 8 · THE STATED REASON

Buyers modernize to grow, not to save money.

Client voice · 1,139 modernization reviews · share of reviews whose background or challenge names each reason (a review can name several)



Reason families are word lists applied to the client’s own description of the situation; the lists are printed in the evidence file, and a hand check of 40 matches found 88% correct. †“No longer supported” shares words (outdated, obsolete, end of life) with the filter that selects modernization reviews, so our own filter pushes this share up. Treat it as an upper limit, not an exact figure. Source: [5].

A new reason appeared in 2024: AI. “AI” or “machine learning” is mentioned in 10–11% of modernization reviews published in 2025 and 2026, against 2% or less in every year up to 2023. Security and compliance mentions also jumped, to 16% in 2025. One caution: Clutch’s review format changed over these years. Phone interviews were 75% of modernization reviews in 2018 and 0% in 2026, so every trend by year mixes two things — a change in what buyers say, and a change in how Clutch asks.

RESCUE PROJECTS

≈1 in 20

modernization reviews describe taking over from a **previous vendor** that failed, left, or went out of business. Our word lists find 66 of 1,139 reviews (5.8%); reading a sample by hand puts the true share between **4% and 6%**. It is 7% for companies with 200 employees or fewer and 3% above.

The only rating that differs is **Schedule**: 71% of rescue reviews give a perfect 5.0 for schedule, against 76% of other reviews. Every other rating is just as high — almost all are a perfect 5.0. Rescued clients recommend their rescuer as warmly as anyone.

66 rescue reviews · 72% of 60 hand-read matches were true rescues · about 64% of real rescues are caught · [5]

In their words

Client voice · sentences from the reviews, unedited · each links to the original

A RESCUE

“We have a bill of materials system that we implemented in 1995, and the vendor who developed it went out of business.”

Process Information Officer, Navistar · 10,001+ employees · Jun 29, 2016 · review ↗

A RESCUE

“We were looking for someone who could take over from our previous development partners because they couldn’t deliver the results they promised.”

Founder, Upwork Freelancer Platform · 11-50 employees · Apr 9, 2024 · review ↗

GROWTH

“With rapid growth in user base, we realized our initial web version of the service was simply not scalable enough to allow further progress, including the launch of long-awaited mobile app.”

CEO, Motivato · 1-10 employees · Apr 16, 2020 · review ↗

NO LONGER SUPPORTED

“We needed to update an outdated app whose platform was being sunsetted by Apple.”

CEO, Fuuled · 1-10 employees · Oct 17, 2025 · review ↗

NO IN-HOUSE TEAM

“We built custom software applications, but didn't have the resources to maintain them.”

Manager, Nonprofit Organization · 11-50 employees · Nov 2, 2022 · review ↗

MANUAL WORK

“Replacing repetitive manual work that slowed employees every day.”

CEO, Theopharma · 51-200 employees · Jul 2, 2026 · review ↗

What this means for you

You do not need a crisis to modernize. Most buyers who explain themselves started because they were growing and the old system could not keep up. The decision is an investment case, not a repair.

If you are replacing a vendor, say so on the first day. Rescue projects are a little less likely to earn a perfect schedule rating, and a good vendor will plan the takeover — code review, documentation, access, a period of running both systems — as a phase with its own price and dates.

Five questions to ask before you sign

Each one comes from a finding above. None needs a technical background to ask — or to judge the answer.

1 **"Explain this proposal to me as a business decision."**

What changes for our customers, our staff and our monthly costs — and what will my own team have to do? Most buyers under 200 employees are business people; a vendor should be able to speak to them.

A GOOD ANSWER names your team's tasks and hours, not only the vendor's. A weak answer is a list of technologies.

From §1: 55% business titles vs 20% technical among clients with 200 employees or fewer.

2 **"Show me a case study that starts where we start — and names the old system."**

If you run on spreadsheets and email, ask for that case study. Then check that it says what was replaced; half of all modernization case studies never do.

A GOOD ANSWER is a written case study with the old system named and a client you can contact. A weak answer is "we have done many of these".

From §2: 790 case studies start from manual work; 53% name no old technology.

3 **"What does 'done' mean, and what will the months after the first release cost?"**

Finished projects take 9–12 months at typical budgets; 45% are still running when the client reviews them, at a median of 17 months. Ask for a price for the phase after launch; do not let the proposal only hint at it.

A GOOD ANSWER defines "done" in three parts — it works, your people accepted it, your users moved — and prices the year after. A weak answer prices the build only.

From §3: the ongoing share rises from 25% under $10,000 to 77% above $1 million.

4 **"For each number in your case study: less than what, over what period, measured how?"**

70% of published numbers have none of the three. A vendor who can answer for one case study is showing you how it measures — the thing you will live with.

A GOOD ANSWER gives a before value, an after value and a date range. A weak answer is "about 40%".

From §4: one in three percentage claims is exactly 30, 40, 50 or 100.

5 **"How do you take over from a previous team, and how long does that phase take?"**

Ask this even if you are not replacing another vendor. The answer shows whether the vendor has a method for understanding code that someone else wrote. Every modernization needs that.

A GOOD ANSWER describes a first phase with its own price: code review, documentation, access, running both systems for a while. A weak answer is "we will figure it out as we go".

From §5: about 1 in 20 modernization reviews is a rescue; those reviews are less likely to give a perfect schedule rating.

METHODS AND SOURCES

How this was built, and how far to trust it.

Words used on this page

Modernization — replacing, rebuilding or migrating software a company already runs on. We select client reviews by words in the project description (legacy, migrate, rewrite, rebuild, refactor, modernize, outdated, monolith…) and vendor case studies by the extractor's modernization flag, checked against the same words.

Client review — a structured review on Clutch, written by the buyer and edited by Clutch. Fields: background, challenge, solution, results, ratings, project size, project length, reviewer title and company size.

Ongoing — Clutch's own label for a project that had not ended when the client wrote the review. Months for ongoing projects are a **lower bound**: the true length is at least that long.

Starting point (baseline) — the "before" value a claimed improvement is measured against. "40% faster" has no starting point; "from 12 seconds to 7" does.

Monolith — one large application built as a single piece; **microservices** split it into smaller, separately deployed parts. **On-premise** — servers a company runs itself rather than renting from a cloud provider.

Legacy system — the old software, process or platform being replaced. On this page it includes spreadsheets and manual processes when the case study says they were replaced.

Vendor case study — a project story published on the vendor's own website, read by a language model into fields (problem, solution, results, metrics, technologies), with the original page text kept beside every field.

Median — the middle value: half the cases are shorter, half longer. **Quartiles** are the values one quarter and three quarters of the way up. We use medians because a few very long projects pull averages upward.

Hedged — a number softened by "about", "up to", "over" or "nearly".

Precision and recall — of the matches a word list finds, the share that are correct (precision); of all true cases, the share the list finds (recall). Both measured by a person reading random samples.

9,344
client reviews of 1,051 vendors, all read

1,139
describe modernization work (12%) — 832 from clients with 200 employees or fewer

7,862
unique vendor case studies from 497 vendor websites

4,062
flagged as modernization (52%) — the vendor voice on this page

What was done

Where the data comes from. Clutch's "Application Modernization" category lists about 4,200 vendors. We hold the full profiles, reviews and portfolios of the roughly 1,050 that were collected first — the highest-ranked quarter of the listing — and the case studies from 497 of their websites. The dataset was fixed on 12 September 2026 and is no longer updated. Reviews carry dates; case studies mostly do not.

Two voices, kept separate. Every figure states whether it uses the client voice (reviews) or the vendor voice (case studies). Where the two are compared (Figures 3 and 6), the same word lists are applied to both.

Read these before quoting anything

This is the highest-ranked part of one directory, not the whole market. Vendors that collect reviews and publish case studies are over-represented by design. Say "among the top ~1,000 modernization vendors on Clutch", not "in the industry".

Reviews are written by satisfied clients. 83% give a perfect 5.0. The signal on this page comes from what they describe — duration, reasons, numbers — not from the ratings.

Case studies are marketing. The vendor chose the story, the client and the number. The absence of an

Quoted and derived. Review fields and case-study text are quoted as published. Our groupings — title families, technology families, reason families, duration bands — are word lists and parsers, printed in full in the evidence files. The modernization flag and the metrics list come from a language model that reads each case study; field by field, it agreed with a human reader 79% of the time. Because that is not high enough on its own, we re-checked its verdicts with plain word matching and read samples by hand.

Hand checks. Every word list was tested on a random sample read by the analyst. Each check changed the page: figures were corrected, one was demoted to a range, one is marked as an upper limit.

WHAT WAS CHECKED	SAMPLE	CORRECT
Old-system families (Figure 2, 3)	55 judgements in 40 case studies	96%
New-technology families (Figure 2)	98 judgements in 40 case studies	98%
Reason families (Figure 8)	40 matches	88%
Rescue projects	60 matches · 40 non-matches	72% (recall ≈ 64%)
Outcome families of numbers (Figures 6, 7)	40 held-out rows	83% (parse 90%)
“On time” sentences · “delay” sentences	20 · 20	100% · 35%

old-system name, a starting point or a duration is itself the finding; the presence of a round number is not proof of anything.

Word lists are not judgments. A review that says “no migration was needed” still enters the modernization set. The precision figures above say how often the lists are right; they never reach 100%.

Clutch changed how it collects. Phone interviews fell from 75% of 2018 modernization reviews to 0% in 2026, and interview answers are longer and more qualified than form answers. Every trend by year on this page inherits that shift.

Brocoders is not in this dataset. Nothing here compares Brocoders with anyone; the page describes the market a buyer sees.

Sources and evidence files

[1] **Who buys — the ICP mirror.** Reviewer titles, company sizes, project sizes, countries and review years for 9,344 reviews and the 1,139 modernization reviews; vendors’ declared client mix from 1,039 profiles.

`scripts/analysis/buyer/icp_mirror.py → docs/analysis/evidence/2026-09-16-buyer-report/icp_mirror.json · title-family rules and country mapping printed in the file · 5 checkable review links per title family`

[2] **The migration map.** Old-system and new-technology families matched in 4,062 vendor modernization case studies (title, problem, solution, results, technology list — never the model's summary) and in 1,139 client reviews; flow matrix; 40-case-study hand check.

`scripts/analysis/buyer/migration_atlas.py → docs/analysis/evidence/2026-09-16-buyer-report/migration_atlas.json, migration_atlas_sample.md · precision FROM 0.96 / TO 0.98 · 3 example case studies with source URLs for each of the top 15 routes`

[3] **Durations.** Clutch project-length strings parsed for 9,126 reviews (2,184 with the year printed once, recovered by rule; 37 impossible values dropped and listed); vendor duration and team-size text parsed for 7,862 case studies; on-time and delay sentences with a 40-sentence hand read.

`scripts/analysis/buyer/durations.py → docs/analysis/evidence/2026-09-16-buyer-report/durations.json, durations_time_sentences.md · ongoing figures are lower bounds · examples of the longest projects with review links`

[4] **The numbers.** 5,857 metrics in vendor modernization case studies classified by outcome family and value type; percentage histogram, roundness, hedging and checkability; 350 numeric statements in client review results treated the same way; 60 + 40 rows hand-checked.

`scripts/analysis/buyer/outcome_numbers.py → docs/analysis/evidence/2026-09-16-buyer-report/numbers.json, numbers_sample.md · held-out precision 83% (classification) / 90% (parse) · the 15 most repeated exact claims with vendor counts`

[5] **Reasons and rescue projects.** Eleven reason families and an AI marker over background + challenge of 1,139 modernization reviews; previous-vendor patterns with seven exclusion rules; 140 matches and 40 non-matches read by hand; twelve verbatim quotes with review links.

`scripts/analysis/buyer/triggers.py → docs/analysis/evidence/2026-09-16-buyer-report/triggers.json, triggers_sample.md · rescue precision 72% strict / 80% broad, recall ≈ 64% · reason precision 88%`

[6] **Companion notes from the same corpus.** *The work behind a modernization quote* (Research notes 01) on what the client's own team must contribute, and *The Quiet Question* (Research notes 02) on what buyers say when asked what a vendor could improve. This page does not repeat their findings.

`docs/analysis/23-modernization-research.html · docs/analysis/27-the-quiet-question.html · dataset run a29299b1910169435bfaaee5 · export 2026-09-12T12-21-26Z-full-final`