Software delivery

Before you sign with a software development company

From the field note "How to choose a software development company: questions that reveal how they really work".

The short version

- Judge a software development company by how it answers specific questions about people, scope, acceptance, ownership and support, not by its portfolio or its first price.
- Ask who exactly writes the code, how changes are priced, what "done" means, and who owns the repository, accounts and domains from day one.
- Treat a fixed price given before any discovery, no access to the repository and estimates without assumptions as red flags.
- Run a small paid trial or discovery sprint before signing a large contract, and judge the partner on what it produces.
- Keep the answers in writing. A good partner is happy to put its process in the contract.

The checklist

- [ ] You know the names, roles and seniority of the people who will write and review the code.
- [ ] The change request process is written down, with who estimates, who approves and how the deadline moves.
- [ ] Acceptance criteria and evidence are agreed for the first release.
- [ ] The contract gives you ownership of the code, and the repository, hosting and domains sit in your accounts.
- [ ] You have seen a sample handover document and know what will be delivered at the end.
- [ ] Working-hour overlap and reply times are stated.
- [ ] Data handling, NDA and access revocation are covered in writing.
- [ ] Post-launch bug fixing and support are priced, with a response time.
- [ ] You have run, or agreed, a small paid trial or discovery sprint.

Want a second pair of eyes on your answers?

Book a free 30-minute discovery call at www.seriustech.com/contact or email contact@seriustech.com. We reply within 1 business day.

Read the full note with examples and sources at www.seriustech.com/blog/how-to-choose-software-development-partner. © SeriusTech.