

Ask the right questions. Find the right partner. Set up your project for success.



Criteria for selecting a development partner	Option A	Option B	Kiandra
Years in business			25
Do you have access to the business owner including for escalations?			✓
Do you have access to non-sales people during the selection process?			✓
Will they sign an NDA (non-disclosure agreement)?			✓
Can you talk to their former clients?			✓
Will they be working in your time zone?			✓
Do their team undergo police checks?			✓
Do you get to own all the IP and artefacts?			✓
Do they offer a warranty period?			12 months
Can you embed your people into the project team?			✓
Will your team be upskilled throughout the process?			✓
Are they transparent in their inclusions?			✓
Will the product be WCAG2.0 compliant?			✓
Do you fully understand the variation policy and process?			✓
Are they easy to do business with?			✓
Do they have a demonstrable record of keeping their commitments?			✓
Are they impartial with their software partnerships?			✓
Are they thorough in their quality assurance process?			✓
Can they personalise your engagement to suit your business?			✓
Can they scale up the team if needed?			✓
Can you get out of the contract without significant penalties?			✓
Are they recognised and awarded by their industry?			✓
Are they certified in a broad range of leading technologies?			✓
Do they have key-person strategies to mitigate risks on your project?			✓