

Selecting the Right Software Development Partner



Selecting a software development partner can be a difficult and time-consuming process. How do you know you are comparing apples with apples? The selection criteria checklist helps you ask the right questions and set your project up for success.

Criteria for selecting a development partner	Option A	Option B	Kiandra
Do they offer a warranty period?			24 months
Do they have years of experience in the industry?			29 years
Can they demonstrate their capability with a small proof-of-concept?			✓
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?			✓
Can you embed your people into the project team?			✓
Will your team be upskilled throughout the process?			✓
Are they transparent in their inclusions?			✓
Can they deliver a product that is 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?			✓
Are they ISO 27001 certified for information security?			✓
Do they operate with a high standard of governance, social and environmental performance? E.g. B Corp certified?			✓