

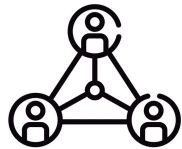


## Selecting the Right Development Partner

# The Selection Stage is When You're Most Vulnerable

Technology is changing faster than in-house dev teams can train or hire to keep up. As a result, picking the best development partner to help you keep pace is more important than ever.

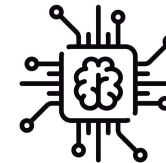
Your development partner should:



Easily integrate with your current team.



Cause little to no disruption to day-to-day operations.



Use the latest technology to your company's advantage.



## Finding The Right Dev Partner Is Harder Than It Sounds

Companies want to be seen as innovators, but the reality is that technology is changing so quickly most companies can't hire enough internal expertise to stay on top of it all (nor should they, but that's another topic for a different time). Companies are turning to strategic partners to stay at the leading edge of innovation without being in a constant state of hiring.

***Selecting the right development partner makes it easier to navigate the transition from 100% in-house development to a hybrid team that integrates third party developers into the current structure and culture.***

### Enlisting the services of third party developers allows you to:

- 01 Keep innovating without sidelining current projects. You can take advantage of the latest technology advancements without slowing current initiatives to accommodate internal training and multiple projects.
- 02 Access a pool of talent that meets your specific needs. You can stay nimble, and react quickly to technological changes without being locked in to staff who may not be up to the task.
- 03 Insulate yourself from the effect of developer attrition. You can enjoy a deeper well of talent to draw from without building a large, expensive tech team.
- 04 Gain the flexibility to expand and contract dev teams to face changing business requirements all without the HR headaches that come with hiring and firing.

## 3 Areas to Focus on When Interviewing Potential Development Partners

These three keys to finding the right development partner for your company will get you started on your projects without wasting time.

### 01 Flexibility and the ability to understand your business needs

The best looking, fastest, most reliable, software programming on earth is useless if it doesn't satisfy your business needs. Working with developers who have the flexibility to adapt to the inevitable project speed bumps is just as crucial to a successful project as having quality dev talent.



### What To Look For:

From your first interaction with a partner, pay attention to how they communicate. Details matter. How they present themselves tells you how they work. As you interview potential partners, keep some of these questions in mind:

- Do they make an effort to understand the perspectives of the various stakeholders?
- Do they attempt to understand why the project is being sought out?
- How do they seek to understand how the software and/or project affects the business?
  - What's needed? Why?
  - How does it benefit the business?
  - What features/aspects of the project bring the greatest value?
- Who will be impacted by the project?
  - How?
  - Will this impact customers? How?
  - Do they show any interest or concern with people who will be adversely impacted?
  - How do they handle it?
- Does the project impact operations processes?
  - How?
  - To what extent?
  - Who is impacted?
  - How do those who are impacted feel about the changes the project is bringing?
- What kind of an effort do they put in to get internal stakeholders on board?
- What is their process for collaborating with your company to come up with creative solutions that solve your business need?
- Do the developers who will actually be working on the project demonstrate a thorough understanding of your business?
  - Business need?
  - Purpose of the software or project?

***Any prospective third party developer should show curiosity and a desire to fully understand your business and the impact the project will have on it.***



## 02 Project Methodology and Expertise

Finding a developer who demonstrates the interest and understanding of how the project fits in with your business is a big step -- but understanding doesn't produce code.

### What To Look For:

#### Experience

- What similar projects have they completed? What were the results?
- Do they have references for these projects?

#### Expertise

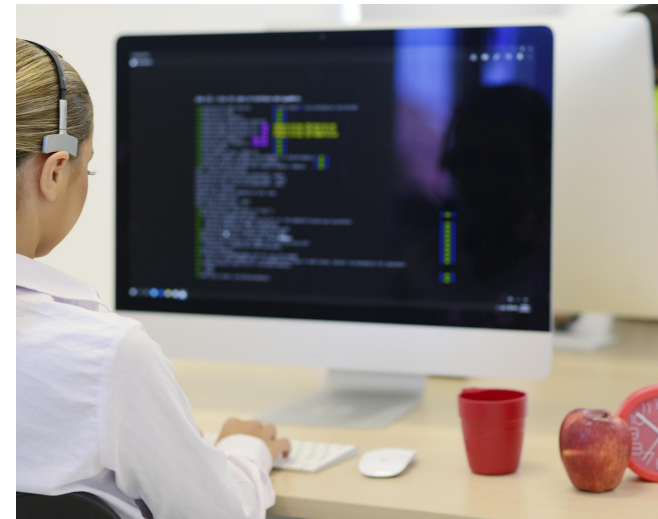
- Do they have the technical expertise in the areas you need?
- How much have they invested in senior technical staff to ensure high-quality results? How involved will senior staff be with the project?
- Do they have the necessary IT infrastructure to handle your project?

#### Process

- What does their software development process look like? Is it compatible with how you operate?
- How many times have they used this process to yield successful results for clients in the past?
- In their eyes, what is a successful project? How do they ensure a successful outcome?
- Does their process deliver projects on-time and on-budget?
- Ask for a process description and sample process artifacts.

- What tools do they use for:
  - Project planning?
  - Project tracking?
  - Issue management?
  - Communication management?

***A sound, strategic partner combines effective project management practices, development methodologies, and project tools with experienced and business-capable developers.***



## 03 Communication & Responsiveness

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Your project depends on clarity and action to turn your idea into reality.

### What To Look For:

Your first clue into how a company communicates is during the pre-sales and sales conversations. You'll also get an idea of their responsiveness by paying attention to how quickly (and thoroughly) they respond to your questions.

- Are the people you'll be working with in the meetings and on the calls?
- How well do you communicate with them?
- How do they deal with push-back?
- What kind of rapport do you have with them? This is important because it makes a big difference if the project hits a speed-bump along the way.
- Do they ask good questions?
- Who is your point person? How do they communicate?
- How do they communicate in a remote setting? Do they have examples?
- Will you have access to communicate with team members at various levels of authority?
  - Technical
  - Project management
  - Business management
- What is their preferred communication method? System?
- Does their preferred communication system work for how you do business?

***Responsive partners lead to projects that are delivered on-time and bring value.***

# Scorecard

Rate on a scale of 1 - 3    3 = Outstanding    2 = Average    1 = Below average

Scoring Item	Score
<b>Track Record</b>	
Current client relationships and engagement capability	
Product development and maintenance experience	
Quality of customer references	
<b>Domain Expertise</b>	
Experience with software product development vs IT projects	
Expertise in the target industry	
Expertise using development tools	
Experience with any third party tools, technologies and platforms, including strategic industry partnerships	
Expertise in User Experience Design (user research, usability, prototyping, "omni-channel" design)	
New technology research and adoption practices (keeping the "edge")	
<b>Infrastructure</b>	
Geographical location	
Offshore and local infrastructure	
Quality of server, desktop, mobile, network, cloud, and backup infrastructure	
Communication and connectivity infrastructure	
<b>Intellectual Property and Security</b>	
Network security	
IP security process and awareness	

<b>Talent</b>	
Management strength/stability	
Overall quality of technical pool	
Current attrition/attrition management	
Professionalism, responsiveness, and openness	
<b>Process</b>	
CMvMI and ISO certification/other process and quality certifications	
Tools used for process implementation	
Code management/source code control process	
QA process and test automation experience	
Documentation standards	
Knowledge Management process	
Project Management methodology (maturity of off-shoring engines)	
Communication transparency	
Flexibility to adapt process to customer's needs	
<b>Pricing</b>	
Openness/flexibility for structuring a creative deal	
Experience with BOT (build-operate-transfer)	
<b>Risks</b>	
Financial strength/long term viability	
Executive responsiveness and commitment to long-term relationship	
Cultural fit	
<b>Total Score</b>	





As you search for a strategic development partner, consider **TechVision**. We've invested heavily in senior tech talent, emphasizing tech leaders who understand the software and business sides of your company. Whether you're looking for custom software development or need a team of top-shelf developers to integrate with you tech staff, TechVision has the depth of tech talent to deliver exceptional results.

TechVision

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