Custom Software Development Project

In this checklist, we have tried to lay down the typical questions that you should ask yourself before approaching a vendor. This will allow you to gauge how prepared you are and your software vendor would perceive you to be with respect to the project.

Typical Business Problem Questions

- What is the fundamental business problem are you trying to solve with the software?
- How important is this software for your business?
- What value will this software bring to your business?
- Have you documented the business problem?
- Do you have an IT department internally that has helped you and walk you through the problem?
- Have you internally brainstormed on how the software should flow and thus create a story board about how your software will function?
- Do you have the functional requirements prepared?
- What are your project success factors?
- How soon do you wish to get the business problem solved by?
- Do you have a budget for this project?
- Has this budget been approved internally by your deciding board?
- What is the anticipated return on your investment?

Preparing to Speak to a Software Vendor

- Who will be the Single Point of Contact (SPOC) for this project within your company?
- What are the important criteria's for selecting a vendor?
- Who all be involved in making the decision on this project?
- Who is the final decision maker?
- Has the CFO or CEO approved the budget?
- Do you have an internal IT department or someone in the organization responsible for IT?
- How do you make a choice of the best system among many options presented by the vendor? What are the criterias of selecting the right solution?
- How will IT department be viewed if you develop this solution using an outside vendor?
- Do you have a preference in using a technology (.net, java, open source, etc.)? If so, why is it important for you?
- Do you believe your company needs a custom solution or a customization of off the shelf solution?

Typical Vendor Questions

- What is the business problem? What is the current pain areas? Future pain areas?
- Have you tried to address this problem before? How did it go?
- Do you have the project requirements documented? If not, would you like to have the vendor assist you in documenting the business problem and the functional requirements?
- How important is this project for your company? How urgent is it to solve this business problem?
- What are your top 3 buying criteria's that you will use to select the vendor?
- Who is the decision maker for the project?
- What is your decision making process look like?
- When do you hope to make the decision by?
- Who else in involved in making the decision?
- Who will be single point of contact internally for this project who we can interact with and ask relevant questions so as to be one point of contact to help us communicate with your organization?
- Do you have a budget for this project? Is this budget approved?
- How soon do you wish to solve this business problem?

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Contact Us

We are committed to solving your unique business problem. Please call us at +1 888 99 ISHIR (47447).