EASTERN PEAK software

Watch out!

7 pitfalls you should beware

choosing outsourcing

Pitfall #1   Choosing the cheapest vendor

No one argues, the price factor plays an important role, but it should not be considered separately from other parameters. When choosing a vendor, do not just pick the cheapest possible, be critical and take other factors into account.

Being excessively economical, you risk losing much more money than what you have saved. When choosing the vendor look for a balance between price and quality.

Otherwise you risk facing late deliveries, bad quality and technologies that you cannot change or improve. Remember, if you buy cheaply, you pay dearly.

Eastern Peak Software offers reasonable rates along with outstanding quality for web and mobile development.

Contact us to get a free quote: ✉ info@easternpeak.com

📞 +1 (415) 501-0087

Pitfall #2   Not checking the references

It is not uncommon when vendor misses the deadline, delivers the work of bad quality or just disappears and stops answering your Skype calls.

- Ask former vendor clients for a feedback.
- Pay special attention to aspects of the previous client's project that might be relevant to your own.
- Customer satisfaction is important.

Research the market and **always check** the references!

Pitfall #3   Choosing Fixed Price vs Time-and-Materials

Fixed Price is a pricing model that sets a single price for the project, regardless of how much time and expense is spent.

Time-and-materials, on the other hand, bills the customer for the hours spent on the project, as well as expenses incurred.

The pitfall of a fixed price contract

is that if underestimated, the vendor starts managing costs and cuts down expenses severely which ultimately results in a poor quality work. Decide whether you prefer certainty and quality or the prospect of a lower bill.

Case study

MAXIMUM – international test prep service. T&M business model gave a total freedom of action and ability to adopt the service to constantly changing marketing environment.

The following features were implemented:

- Learning management system
- Online webinars
- Gamification
- Interactive Video Lectures
- Virtual Whiteboard
- Adaptive learning
- Comprehansive reporting

MAXIMUM company is a technological leader in providing test prep services in Eastern and Central Europe, without any technological restrictions **to become a worldwide leader.**

Pitfall #4   Ignoring bad communication signals

A vendor's relationship with their clients reveals a great deal. If a vendor misses your calls using time difference as an excuse and does not get back in touch, this is an early signal to be aware of when starting work with him.

Consider changing him and do not rely on time to make it better – it never does.

We offer 24/7 support.

Set up a time convenient for you for daily or weekly skype meetings with your dedicated team.

Pitfall #5   Choosing a specialized vendor

It is a common mistake that specialized vendors are perceived to be more professional.

You still end up working with a developer with his expertise. When growing bigger, you will experience a need for another technologies and you will have to attract another teams from another companies.

To avoid misunderstanding and controversy between the teams, it is better to choose a company that has an expertise in diverse programming languages and frameworks.

Case study

allayo
health without hassle

Allayo – virtual health assistant, a comprehensive healthcare platform

All development resources were focused in Eastern Peak Software that allowed a customer to develop a comprehensive web and mobile platform and **take the leading position in the Healthcare industry.**

Pitfall #6   Going for big brands

A growing number of outsourced projects prompted huge outsourcing companies to work as "conveyors" on standardizing all processes. Therefore, it is common that the due attention is not paid to the specific clients' features.

A big company will not make concession to a small customer and will more likely just skip him. This result in a drastic decrease in quality of the work delivered.

Pay attention to medium-size companies with good references and reputation. As an extra benefit you will have an access to a decision maker that will help you to ease your work.

Therefore, it is necessary to choose an outsourcing company that can offer a personal approach to your issue.

Personal approach to each customer ensures possibility of implementing unique hightech product features that result in outstanding product quality along with total end user satisfaction.

Pitfall #7   Going for freelancers

Since freelancers work individually, they face problems troubleshooting complex issues while programming because there is no one else nearby to help them.

Freelancers are seldom prepared to take up even a medium sized project – they can only take up projects which they can handle single-handedly within their individual capacity. In the worst case scenarios freelancers may just disappear in the middle of the project.

Working with a R&D company with a descent pool of software professionals will help you to avoid this pitfall.

Start right away!

Contact us to get a free quote for your project:

+1 (415) 501-0087   info@easternpeak.com

www.easternpeak.com