Robosoft
EMOTION ENGINEERING & DESIGN

A Complete Checklist for Choosing the Right Digital Partner for Your Enterprise

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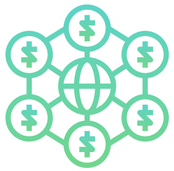
5 Key Factors to consider while Choosing the Right Digital Partner

Experience & Domain Expertise

Scale and Flexibility

Operational & Process Maturity



Geographical Presence

Client Testimonials

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1. Experience and Expertise

- **Experience:** The years of experience in the industry, more importantly, their experience in the domain of your business.
- **Scale and variety of digital projects:** The scale and variety of digital projects executed across the globe.
- **Clientele:** The list of their top clients and more importantly have they worked with organizations in your respective domain.
- **Leadership:** Do they have strong leadership team with an in-depth understanding and experience in creating digital solutions that deliver results?

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2. Scale & Flexibility

- **The scale of digital solutions** executed and the size of enterprises that they have partnered with.
- **The kind of technological capabilities** they have across all the services - Advisory, Design, Engineering, and Analytics.
- **The structure of the organization**, the structure of their project team, and its capability to scale-up or scale-down the team size depending on the project requirements.
- **The kind of expertise** the team has and the composition of their team mix.

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3. Operational & Process Maturity

- **Practices and methodologies used** across the delivery cycle. Some of the factors in this context can be:

    - Do they offer full-lifecycle digital product development?
    - The level of expertise they demonstrate across CI/CD, DevOps, Automated Testing, etc.
    - The processes and procedures to perform quality assurance.
    - How they can accelerate your go-to-market strategy. For e.g. Do they have microservices compliant digital middleware to fast-track launch?
    - Data Points that can help you analyze their Sprint Velocity.
    - How they can help you drive customer acquisition and retention goals of your organization.
    - What are the Service Level Agreements (SLAs) to upkeep application?

- **Value-added services** that they offer beyond the stated requirements of your project? - Digital advisory services, workshops to chart out a product road map, design thinking capabilities can be some examples of such services.

- **Risk mitigation plan** around various risk factors like - control risk, organizational risk, performance risk, and security risk.

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4. Geographical Presence

- The range of their global presence
- Where are their offshore and onsite teams located?
- What are the various models followed to ensure effective communication is in place and deliverables are met irrespective of geography and time zones?

5. Client testimonials

- What are some client testimonials and reviews that the digital partner has received (especially in your domain)?

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For further details write to us at:
services@robosoftin.com

Visit us at:
www.robosoftin.com

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