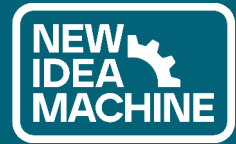


14 Critical Questions to Ask Before Hiring a Developer



Use this checklist when evaluating development partners.
Check off each item as you go.

BEFORE YOU COMMIT

☐

What's your experience working with startups or small and medium businesses?

They should have a deep understanding of the challenges that startups and small/medium businesses encounter. Do they provide free resources to support you before you become a client?

☐

What's your minimum project size?

Minimum Viable Products can start as low as \$18,000. Do they offer to provide you with a complimentary requirements gathering before providing you with an estimate? If not, they are simply guessing.

☐

How do you bill for development work?

Look for developers who only charge you for time and materials. Fixed bids have a minimum padding of 30% and change order fees.

☐

What's the contract commitment and do you offer flexible arrangements?

Avoid mandatory 4 to 12 month contracts. Fixed monthly payments and rigid contracts compromise your budget.

PLANNING AND APPROACH

☐ How do you decide what features to build?

They should recommend starting small with market validation or testing first, then scaling sustainably. If they don't talk you out of unnecessary features, they are maximizing their revenue, not your business outcomes.

☐ When do you address security and compliance requirements?

Security and compliance should be discussed **before** you start building. Addressing these after the MVP is built costs thousands in rebuilds.

☐ How do you handle changes or new requirements during development?

If they charge you change order fees you can be sure your budget will be blown.

EXECUTION

☐ Who will be building my project and will they change?

You want the same senior developer throughout the entire project. Rotating teams mean inconsistency and losing momentum.

☐ Can I communicate directly with the developers?

You should work directly with the dev team. Going through project managers who relay messages to developers slows everything down and creates miscommunication.

☐ How do you leverage AI in development?

Ask how they use AI assisted development. One developer using AI can do the work of five people, finishing projects 60 to 75 percent faster than traditional approaches. This should reduce your costs.



Where is your development team located?

Look for North American time zones to avoid coordination overhead. Founders suffered Intellectual Property (IP) loss and over paying when hiring overseas developers. **They are also disqualified from Canadian grants.**



OWNERSHIP AND OUTCOMES



When do I actually own the code you write?

You should own 100 percent of the code from day one with zero licensing fees and complete documentation so you can take it to any developer. If they hold your code until final payment, you are locked in.



What's included in your quote — documentation and testing?

You should get clean, documented code with a fully tested, secure system from day one. You should be allowed to test the product before handoff, not discover issues after final payment.



What happens when my business needs to scale?

Your software should be explicitly designed to scale with your business from day one.

Take your time. The right partner will welcome these questions.

Contact Us for a Free Clarity Call

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NewIdeaMachine.com