◁/▷ ClearSkyLogic

5 point checklist for choosing the right tech partner

The global pandemic has had a massive impact on businesses and the need to invest in technology. More than ever, companies are looking to external tech partners to help meet their accelerated digital development requirements.

With business growth and expenditure at risk. Here are some things you should be asking any potential companies to make the process as straightforward as possible and check that they are the right fit for you and your business:

1   **Do your company culture and values align with the partners?**

Shared values create a more productive and successful partnership because there is a similarity in the way both businesses think and act. When core values are shared, partnerships will thrive over the short and long-term, for sustainable success.

2   **Will the partner work with you to identify the best solution?**

Many people have been misled by IT providers promoting solutions that don't deliver value. Your tech partner should take time to get to know your unique situation and work with you to choose the best solution based on your business needs.

3   **Will the partner look at short term fixes as well as a longer term strategy?**

Often there are some quick wins that can make a massive difference to a business straight away. A tech partner should be able to identify short term wins as well as a longer term strategy.

4   **What are the partner's capabilities and how can you verify them?**

Companies can exaggerate their capabilities or promise a team of people, that they will simply contract in. The best way to check a partner's real credentials is to ask to speak to one of their previous Clients if you are in any doubt about their capabilities.

5   **How does the partner work and what level of input will be required from you?**

Any possible partner should be able to provide you with a documented process to illustrate how they work with you. You should always be provided with a dedicated point of contact who will liaise with you on a regular agreed basis. They should understand your needs and advise the best approach, be it working in parallel with your existing team, creating a spin out team or being brought in as the sole tech team involved in the project.

◁/▷ ClearSkyLogic