



Selecting an IoT Partner  
6-Page Quick Playbook

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## IoT Development Costs & Timelines

Solution type	Short description	Cost range	Development time
<b>Tier 1 - IoT app (UI on existing backend)</b>	Simple end-user app on top of preconfigured cloud/API; basic dashboards; unidirectional connectivity	<\$50k	4–8 weeks
<b>Tier 2 - IoT application (full stack)</b>	Advanced UI; new cloud & APIs; bidirectional connectivity; baseline analytics; integrations with internal systems	\$50k–\$200k	3–6 months
<b>Tier 3 - IoT solution (devices + edge)</b>	Full app; advanced analytics (incl. predictive); deep integrations; real-time control; standard device integration; gateway setup/edge processing	\$200k–\$500k	6–12 months
<b>Tier 4 - IoT ecosystem (enterprise scale)</b>	Multi-network, multi-system landscape; custom devices possible; ML analytics; high-scale cloud; stringent security/compliance	\$500k+	9–18+ months
<b>IoT platform (build your own)</b>	Productized platform for others to build on; massive scalability, multi-tenant, broad feature set; usually replaces using AWS/Azure IoT	\$1M+ (often multi-million)	9–24+ months

*Notes: time ranges assume a dedicated team and include design, development, QA, and initial deployment; Tier 1 assumes devices, connectivity, and backend already exist; Tier 3–4 includes gateway/edge work and broader integrations.*

## 7 Steps to The Right Team

### Step 1 - Frame the problem

- **One-pager:** business goal, success metrics, scope boundaries, key integrations, budget & timeline.
- This is the brief you send to vendors; it keeps comparisons apples-to-apples.

### Step 2 - Build a longlist fast

- **Sources:** search + catalogs (Clutch/GoodFirms/Techreviewer) + your network.
- **Quick screen:** relevant case studies ( $\leq 24$  months), legal entity & location, team capacity (not solo), basic security posture page.

### Step 3 - Shortlist by evidence

- **Ask each vendor for:** 2–3 similar case studies with measurable results, 1 reference you can call, and named team bios for your project.
- **Verify via:** 10-minute reference call, LinkedIn cross-check of reviewers and team, and recency of portfolio posts.

### Step 4 - Process & quality: show, don't tell

- **Ask for artifacts of the development process:** sample weekly plan, demo cadence, Definition of Done, QA plan excerpt (what tests, when), CI/CD screenshot/diagram, staging policy, and incident escalation path.
- Pass if they can show each item with a concrete doc/screenshot/link.
- Don't rely on words.

### Step 5 - Proposal & cost you can compare

- **Demand a written SoW:** scope/WBS, deliverables, timeline with dates, assumptions, change policy, and payment schedule.
- Compare time-to-first-value, PoC/MVP plan, and risk controls - not hourly rate alone.
- Prefer a paid pilot (1–3 weeks) to validate collaboration before full scope.

### Step 6 - Communication stress-test (7 days)

- Send a structured brief, expect a written recap within 24h.
- 1 call, expect minutes-of-meeting with actions/owners/dates within 24h.
- Meet PM + lead dev, not only sales. Track response SLAs and completeness.

### Step 7 - Contract & exit hygiene

- **Include:** IP transfer, your ownership of repos/CI, delivery of all docs, data export formats, access/credentials handover, support SLA, termination clause, and a handover plan.

**Milestones with sign-offs:** Design, PoC, MVP, UAT, Go-live - each with acceptance criteria.

## 7 IoT-Specifics to Check Before Contracting a Vendor

IoT check	What to verify	Ask for / artifacts	10-minute test
<b>Secure OTA &amp; firmware</b>	Secure boot, signed builds, staged rollout, rollback	CI/CD screenshot with signing, SBOM sample, OTA policy; short demo clip	Watch a canary OTA to 5% of devices, then trigger rollback
<b>Connectivity robustness</b>	Tolerates outages, backfills data, no dupes, QoS use	Topic/QoS plan (MQTT/CoAP), offline buffer strategy, dedupe keys	Cut network for 5 min in a demo; data backfills once, no double commands
<b>Gateway/edge management</b>	Remote config/rules, protocol bridging, safe updates	Gateway BoM, edge rule example, container/agent update flow	Push a rule change to one gateway (canary), verify rollout & logs
<b>End-to-end security</b>	Unique device IDs, mTLS, key/cert rotation, revoke flow	Security diagram, cert lifecycle policy, incident runbook, last pentest summary	Revoke one device cert in demo; device loses access, fleet stays up
<b>Telemetry &amp; data at scale</b>	Versioned schemas, idempotency, out-of-order handling, cost control	Telemetry schema + versioning, replay/DDL policy, load-test results, cost forecast	Show ingest @ target scale (e.g., 10k msg/s) and storage cost curve
<b>Actuation safety &amp; audit</b>	Idempotent commands, interlocks, rate limits, full audit trail	Command queue design (TTL, dedupe keys), safety case, audit log sample	Send duplicate/late commands; only one actuation, with verified receipt
<b>Pilot, SLAs &amp; ops</b>	KPI-driven pilot, clear SLAs, observability, post-mortems	4–8 week pilot plan with KPIs, SRE dashboards (redacted), escalation ladder, post-mortem template	Agree on go/hold gates (e.g., uptime, latency, battery); vendor shows how they'll track them

## Top IoT Developers

### SumatoSoft

- **Years in business:** 13
- **Core expertise:** IoT apps, connectivity mgmt, device mgmt, IoT analytics, custom software
- **Global presence:** USA (Boston), Eastern Europe, Asia
- **Time-zone coverage:** USA/Eastern Europe/Asia
- **Team size:** 50–249
- **Pricing:** \$50–\$99/hr; min project \$25,000

### Pegasus One

- **Years in business:** 21
- **Core expertise:** IoT development, web/cloud software, data analytics
- **Global presence:** USA (California), India
- **Time-zone coverage:** USA/India
- **Team size:** 50–249
- **Pricing:** \$25–\$49/hr; min project \$10,000

### Reinvently (a Provectus company)

- **Years in business:** 15
- **Core expertise:** IoT development, mobile/web/cloud software, UI/UX
- **Global presence:** USA (Palo Alto), Ukraine
- **Time-zone coverage:** USA/Eastern Europe
- **Team size:** 250–999
- **Pricing:** \$50–\$99/hr; min project \$25,000

### Sirin Software

- **Years in business:** 11
- **Core expertise:** IoT development, embedded systems, firmware
- **Global presence:** Ukraine; serves Europe, North America, Asia
- **Time-zone coverage:** Europe/NA/Asia
- **Team size:** 50–249
- **Pricing:** \$50–\$99/hr; min project \$25,000

### Onex Software

- **Years in business:** 14
- **Core expertise:** IoT development, custom software, mobile apps, embedded systems, AI/ML
- **Global presence:** Turkey (İzmir, İstanbul); worldwide clients
- **Time-zone coverage:** Europe/Asia (global clients)
- **Team size:** 10–49
- **Pricing:** \$25–\$49/hr; min project \$10,000



## Very, LLC

- **Years in business:** 14
- **Core expertise:** IoT development, machine learning, blockchain
- **Global presence:** USA (Tennessee); distributed team
- **Time-zone coverage:** USA (distributed/unspecified global)
- **Team size:** 50–249
- **Pricing:** \$200–\$300/hr; min project \$250,000

## Infinum

- **Years in business:** 20
- **Core expertise:** IoT development, mobile apps, web development
- **Global presence:** Croatia (HQ), USA, Slovenia
- **Time-zone coverage:** Europe/USA
- **Team size:** 50–249
- **Pricing:** \$50–\$99/hr; min project \$25,000

## MobiDev

- **Years in business:** 16
- **Core expertise:** IoT systems, AR, AI/ML
- **Global presence:** USA (HQ), Ukraine (dev centers)
- **Time-zone coverage:** USA/Eastern Europe
- **Team size:** 250–999
- **Pricing:** \$50–\$99/hr; min project \$10,000

## Dogtown Media

- **Years in business:** 14
- **Core expertise:** IoT development, mobile apps, web development
- **Global presence:** USA (California); international clients
- **Time-zone coverage:** USA (international reach)
- **Team size:** 10–49
- **Pricing:** \$100–\$149/hr; min project \$25,000

## Conceptor

- **Years in business:** 12
- **Core expertise:** IoT product development, product design, hardware engineering
- **Global presence:** Ukraine (Kyiv); worldwide clients
- **Time-zone coverage:** Europe (global clients)
- **Team size:** 10–49
- **Pricing:** \$25–\$49/hr; min project \$1,000



# Thank you for your time!

Any questions? Drop us a line!

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