



Selecting an AI Partner
7-Page Quick Playbook

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AI Development Costs & Timelines

Complexity level	Example projects	Estimated cost range (USD)	Development time
Simple	Rule-based chatbot, form auto-fill, AI FAQ assistant	\$5,000 – \$50,000	1–2 months
Moderate	ML-based recommendation engine, customer sentiment analysis	\$50,000 – \$150,000	2–4 months
Advanced	Computer vision, predictive maintenance, NLP-driven assistant	\$150,000 – \$400,000	4–6 months
Enterprise/Complex	LLM-powered app, real-time AI for fintech or healthcare	\$400,000 – \$1,000,000+	6–12+ months

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 (≤ 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 AI-Specifics to Check Before Contracting a Vendor

AI check	What to verify	Ask for / artifacts	10-minute test
LLM security & prompt-injection defenses	threat model; red-team/jailbreak log; guardrail policy; blocked-prompt examples	try 3 prompt-injection attacks on their demo; they must block, log, and explain the rule that stopped each one	LLM security & prompt-injection defenses
Prompt engineering with version control	prompt library repo; version history; A/B test results by prompt version	ask them to roll back a prompt and show output changes on 3 queries; explain why the earlier version underperformed	Prompt engineering with version control
Evaluation tied to business KPIs	metric/KPI doc; confusion matrix/PR curves; cost-quality tradeoff note	give a simple KPI (e.g., reduce false negatives); have them redesign the metric live and explain impact on decisions	Evaluation tied to business KPIs
Responsible AI (bias/explainability)	model card; bias audit with subgroup metrics; SHAP/LIME report	pick a subgroup; they must show its metric, explain top features for a prediction, and outline a mitigation plan	Responsible AI (bias/explainability)
Data governance & lineage	dataset card; schema contracts; lineage graph (feature, raw)	point to any feature; they must trace it to source and list all transforms/screens they claim exist	Data governance & lineage
IP & licensing hygiene	SBOM for models/prompts/code; third-party license inventory; export-control note	pick one dependency; they state license, obligations, risks, and the removal/replacement plan if required	IP & licensing hygiene

Top AI Developers

SumatoSoft

- **Years in business:** 13
- **Core expertise:** OpenAI development; predictive modeling; big data services; AI-powered IoT development; custom AI development
- **Global presence:** Boston (USA); Warsaw (Poland)
- **Time-zone coverage:** UTC-5 to UTC+1
- **Team size:** 50–249
- **Pricing:** \$50–\$99/hr

InData Labs

- **Years in business:** 11
- **Core expertise:** machine learning; natural language processing; generative AI; data science; predictive analytics
- **Global presence:** Vilnius (Lithuania); Singapore
- **Time-zone coverage:** UTC+2 to UTC+8
- **Team size:** 50–249
- **Pricing:** \$50–\$99/hr

SoluLab

- **Years in business:** 11
- **Core expertise:** generative AI consulting; AI agent solutions; machine learning; natural language processing; computer vision
- **Global presence:** Los Angeles (USA); Ahmedabad (India)
- **Time-zone coverage:** UTC-8 to UTC+5:30
- **Team size:** 100–249
- **Pricing:** \$50–\$99/hr

Innovacio Technologies

- **Years in business:** 9
- **Core expertise:** generative AI; large language models (LLMs); machine learning; computer vision; AI consulting
- **Global presence:** Kolkata (India); Boston (USA)
- **Time-zone coverage:** UTC-5 to UTC+5:30
- **Team size:** 50–249
- **Pricing:** \$25–\$49/hr

OpenXcell

- **Years in business:** 16
- **Core expertise:** AI strategy & consulting; custom LLM development; generative AI; data engineering & analytics; AI-powered automation
- **Global presence:** Ahmedabad (India); Las Vegas (USA)
- **Time-zone coverage:** UTC-8 to UTC+5:30
- **Team size:** 250–999
- **Pricing:** <\$25/hr

Computools

- **Years in business:** 12
- **Core expertise:** machine learning; data science & analytics; computer vision; predictive analytics; AI consulting
- **Global presence:** Seattle (USA); London (UK); Warsaw (Poland); Kyiv (Ukraine)
- **Time-zone coverage:** UTC-8 to UTC+2
- **Team size:** 250–999
- **Pricing:** \$25–\$49/hr

Plavno

- **Years in business:** 18
- **Core expertise:** generative AI; AI agents development; machine learning; ChatGPT integrations; predictive analytics
- **Global presence:** Warsaw (Poland); London (UK); Örebro (Sweden); Netanya (Israel); Geneva (Switzerland)
- **Time-zone coverage:** UTC+1 to UTC+5:30
- **Team size:** 50–249
- **Pricing:** \$25–\$49/hr

Diffco

- **Years in business:** 17
- **Core expertise:** AI development; machine learning; computer vision; AI-powered mobile & web apps; AI consulting
- **Global presence:** San Jose (USA)
- **Time-zone coverage:** UTC-8 to UTC-5
- **Team size:** 50–249
- **Pricing:** \$50–\$99/hr

Accubits Technologies

- **Years in business:** 13
- **Core expertise:** machine learning; natural language processing; computer vision; generative AI; predictive analytics
- **Global presence:** Vienna, VA (USA); Thiruvananthapuram (India); Melbourne (Australia); Hong Kong
- **Time-zone coverage:** UTC-5 to UTC+10
- **Team size:** 250–999
- **Pricing:** \$25–\$49/hr

Algoworks

- **Years in business:** 19
- **Core expertise:** machine learning; natural language processing; predictive analytics; generative AI; AI consulting
- **Global presence:** Ramsey, NJ (USA); Noida (India)
- **Time-zone coverage:** UTC-5 to UTC+5:30
- **Team size:** 250–999
- **Pricing:** undisclosed/hr



Thank you for your time!

Any questions? Drop us a line!

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