



Enterprise Dev Partner  
8-Page Selection Playbook

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## Enterprise Platform Development Costs & Timelines

Complexity level	Example projects	Estimated cost range (USD)	Development time
<b>Financial Management (Accounting)</b>	Manages a company's core financial processes (general ledger, accounts payable/receivable, budgeting, invoicing, asset management and financial reporting).	\$200,000 - \$300,000 (mid-size ERP);  > \$400,000 (large enterprise)	5-8 months
<b>Supply Chain / Inventory Management</b>	Tracks procurement, warehousing, inventory levels, order fulfillment and demand planning. This module ensures real-time stock visibility and automates replenishment to optimize inventory (prevent stockouts/overstock) and streamline supply chain operations.	\$200,000 - \$400,000 (scales with complexity)	5-10 months
<b>Human Resources (HRM)</b>	Centralizes employee lifecycle processes - recruiting, onboarding, time/attendance, payroll, benefits, performance and training. Automates HR tasks and maintains workforce data in one system.	\$150,000 - \$250,000	4-6 months (average complexity);  ≥6 months (complex)
<b>Customer Relationship (CRM)</b>	Manages contacts, leads, sales pipelines and customer interactions. Enables sales and service teams to capture leads, schedule follow-ups and track customer history.	\$200,000 - \$300,000	4-8 months (basic/medium);  8+ months (advanced AI/analytics features)
<b>Manufacturing / Production</b>	Handles production planning, shop-floor control, and scheduling. Manages work orders, resource allocation, and quality control in a factory.	\$250,000 - \$500,000+	6-12

## 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 Enterprise-Specifics to Check Before Contracting a Vendor

AI check	What to verify	Ask for / artifacts	10-minute test
<b>Enterprise/domain expertise</b>	Industry experience; complex business logic capability; enterprise-scale delivery.	2-3 recent case studies; architecture diagrams; workflow specs; domain certificates/training.	Give a real business scenario; expect clarifying questions + a concise feature/integration outline using domain terms.
<b>Architecture &amp; integration</b>	Legacy/ERP/CRM integration ability; clear patterns; data migration approach.	API specs; integration/middleware diagrams; sample integration code; list of connected systems (SAP, Oracle, etc.).	Provide a sample system/dataset; expect a proposed integration flow (auth, rate limits, errors, data mapping).
<b>Scalability &amp; performance</b>	Capacity planning; cloud-native patterns; performance engineering practice.	Load/performance reports; cloud topology diagrams; caching/queueing strategy docs; DB sharding/partitioning notes.	Ask for a “10× load” plan; expect specific levers (autoscale, caching, queues, DB strategy) and a quick sketch.
<b>Security &amp; compliance</b>	Security program; data protection controls; coverage for your regulations.	ISO 27001/SOC 2; HIPAA/PCI policies; security policy set; encryption/KMS standards; access control matrix; incident response playbook.	Give a GDPR use case; expect a control list (lawful basis, DSR flow, retention, logging, encryption) mapped to the flow.
<b>Full-cycle development &amp; QA</b>	End-to-end delivery; quality gates; CI/CD discipline.	SDLC/Agile playbook; DoD/DoR; QA strategy + sample test cases; bug reports; CI/CD pipeline snapshot; coding standards.	Share short pseudocode; expect a review (defects, tests, refactors) or a concise process walkthrough with roles/artifacts.

<b>Transparent PM &amp; stable team</b>	Team continuity; visibility; and communication cadence.	Org chart with tenures; project dashboard screenshots; RACI; reporting templates; Jira/Confluence access policy.	Schedule a mini-sprint; expect MoM in 24h, live board access, and status updates per agreed SLA.
<b>Training &amp; long-term support</b>	Knowledge transfer; support model; SLAs.	Support SLA; runbooks; training plan; user/admin manuals; onboarding checklist; support metrics.	Request a brief training on one feature; expect a deck + docs. Send a test ticket; expect a clear, timely response.



## Top Enterprise Dev Partners

### 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
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### EPAM Systems

- **Years in business:** 30+ (founded 1993)
- **Core expertise:** Software design & delivery; digital platform engineering; agile delivery & maintenance; end-to-end product development
- **Global presence:** Operates in 55+ countries
- **Time-zone coverage:** Americas; EMEA; APAC
- **Team size:** ~62,000 employees (Q2 2025)
- **Pricing:** \$150-\$199/hr

### ThoughtWorks

- **Years in business:** 32 (founded 1993)
- **Core expertise:** Agile software development & consulting; digital product design/delivery; distributed agile transformation & tools
- **Global presence:** 49 offices in 18 countries
- **Time-zone coverage:** Americas/Europe/UK sessions and APAC/India sessions (global coverage)
- **Team size:** ~10,000 employees
- **Pricing:** Undisclosed

### Globant

- **Years in business:** 22 (founded 2003)
- **Core expertise:** Digital transformation; AI, cloud & data; product design; software development
- **Global presence:** Delivery centers across 25 countries on 5 continents
- **Time-zone coverage:** Multiple time zones (global distributed delivery)
- **Team size:** ~27,000 employees (2023)
- **Pricing:** \$25-\$49/hr

## DataArt

- **Years in business:** 26 (founded 1997)
- **Core expertise:** Custom software engineering; data/AI platforms; system modernization; analytics/Big Data; managed support
- **Global presence:** 30+ locations across North America, Europe, Latin America, UK, UAE
- **Time-zone coverage:** Global time zone coverage (21 countries incl. India & Mexico)
- **Team size:** ~6,000+ employees (Sept 2025)
- **Pricing:** \$50–\$99/hr

## Endava

- **Years in business:** 23+ (founded 2000)
- **Core expertise:** Agile software development; digital transformation consulting; engineering; automation/DevOps; test/QA; cloud/mobile
- **Global presence:** North America & Western Europe offices; nearshore centers in Eastern Europe, LATAM, APAC
- **Time-zone coverage:** Nearshore locations with complementary client time zones (Europe, LATAM, APAC)
- **Team size:** ~11,700 employees (Q3 2023)
- **Pricing:** Undisclosed

## SoftServe

- **Years in business:** 32 (founded 1993)
- **Core expertise:** Cloud migration; DevOps/architecture; data analytics; AI/ML; IoT; cybersecurity; UX; e-commerce
- **Global presence:** 58 offices in 14 countries (E. Europe, North America, EU)
- **Time-zone coverage:** Americas; EMEA; APAC (incl. Singapore)
- **Team size:** ~10,000 employees
- **Pricing:** \$100–\$149/hr

## CI&T

- **Years in business:** 28 (founded 1995)
- **Core expertise:** Enterprise platforms & product development; cloud migration; data/AI; UX strategy; digital transformation
- **Global presence:** Delivery centers across Latin America & APAC; major U.S. presence
- **Time-zone coverage:** Americas; APAC; EMEA overlap via global hubs
- **Team size:** ~6,000+ employees
- **Pricing:** \$50–\$99/hr



## Intellectsoft

- **Years in business:** 15+ (founded ~2007)
- **Core expertise:** Custom enterprise software; cloud-native platforms; AI/Blockchain/IoT; UX/UI; mobile/web development
- **Global presence:** Miami (US); London (UK); Oslo (Norway); Kyiv (Ukraine)
- **Time-zone coverage:** Americas; Europe (UK/Norway/Eastern Europe)
- **Team size:** 50–249 employees
- **Pricing:** \$50–\$99/hr

## N-iX

- **Years in business:** 20+ (founded 2002)
- **Core expertise:** Custom software; data analytics/BI; cloud/DevOps; AI/ML; ERP/CRM modernization; R&D services
- **Global presence:** HQ Lviv; centers in Poland, Romania, Bulgaria, Latin America
- **Time-zone coverage:** EMEA; Americas overlap via LatAm and client delivery
- **Team size:** ~2,400 professionals (2024)
- **Pricing:** \$50–\$99/hr



# Thank you for your time!

Any questions? Drop us a line!

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