SUMATOSOFT

Selecting the Right Web Development Company

7-Page Quick Roadmap

Custom Web Development Costs & Timelines

Service type	Cost in the USA	Cost in Europe	Timeline
Enterprise Web Apps	$300,000 - $500,000+	$150,000 - $350,000	5 - 7 months
MVPs for Startups	$100,000 - $200,000	$50,000 - $150,000	2 - 3 months
IoT Solutions	$90,000 - $200,000	$50,000 - $150,000	2 - 4 months
SaaS Product Development	$250,000 - $600,000	$150,000 - $350,000	4 - 6 months
Super Apps	$500,000 - $1,000,000	$250,000 - $500,000	6 - 12+ months
Analytics Web Apps	$150,000 - $250,000	$100,000 - $200,000	3 - 5 months
Progressive Web Apps	$90,000 - $200,000	$50,000 - $150,000	2 - 4 months
E-commerce Platforms	$40,000 - $100,000	$20,000 - $50,000	1 - 3 months
AI-Powered Platforms	$150,000 - $300,000	$75,000 - $200,000	2 - 4 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.

8 Web-Specifics to Check Before Contracting a Vendor

Check	What to verify	Ask for / artifacts	10-minute test
Architecture fit (modular monolith or microservices when needed)	They delay microservices until scale/complexity requires it; clear trade-offs.	2-3 recent ADRs; target architecture diagram; migration path.	Send a 6-8 feature scope; get a 1-page ADR with risks, rollback, and scale triggers.
API versioning & backward compatibility	Stable public contracts; planned deprecations; contract tests in CI.	API lifecycle policy; deprecation schedule; Pact/contract tests sample.	Propose a breaking field rename; they outline v1/v2 rollout + sunset plan.
RBAC/ABAC done right	Fine-grained access without code edits; policy is testable and auditable.	Role matrix, OPA/Casbin policies, policy unit tests.	Ask for an ABAC rule "manager-of-manager can view indirect reports" + test case.
Observability by default	Tracing, metrics, logs with ownership; SLOs/error budgets defined.	OpenTelemetry snippet; RED/USE dashboard; SLO doc.	They define 2 SLOs (e.g., p95 latency, error rate) and show one trace diagnosing slowness.
Release safety (flags, canary, rollback)	Can deploy safely and revert fast; feature flags not config drift.	Deployment runbook; flag policy; rollback script/sample.	They outline a canary for authentication and a one-click rollback path, along with success criteria.
Secure SDLC in CI	Automated SAST/DAST/deps scanning; triage & SLAs for vulns.	CI screenshots/logs; security playbook; sample triage.	Add SAST to a tiny demo repo; they run it live and triage 2 findings.
Data migration playbook	Reversible transforms; checksums; dry-run & cutover plan.	Mapping sheets, rollback plan, and dry-run report.	Send 10 messy legacy rows; they return transform + checksum + rollback note.
IaC & ephemeral environments	Reproducible infra; PR-based preview envs; teardown hygiene.	Terraform/Ansible snippets; preview-env policy.	They spin a PR preview URL (or show the last one) and explain auto-teardown.

Top 10 Custom Web Developers

SumatoSoft

- **Years in business**: 13
- **Core expertise**: Enterprise web apps, MVP for startups, SaaS development, Internet of Things solutions, Analytics web app
- **Global presence**: Boston (USA); Warsaw (Poland)
- **Time-zone coverage**: UTC-5 to UTC+1
- **Team size**: 50-249
- **Pricing**: $50-$99/hr

Toptal

- **Years in business**: 15
- **Core expertise**: Frontend (React, Angular, Vue), Backend (Node.js, Python/Django, Ruby, Java/.NET), Full-stack app development, CMS & ecommerce (WordPress, Shopify), Managed delivery (end-to-end web projects)
- **Global presence**: Fully distributed; Clients in 140+ countries across the USA, EMEA, APAC
- **Time-zone coverage**: Global (the USA, Europe, APAC); 24/5-24/7 availability
- **Team size**: 5,900+ employees; large freelance network
- **Pricing**: Varies by talent; typical $60-$200+/hr; client subscription $79/mo

ELEKS

- **Years in business**: 34
- **Core expertise**: Full-stack web app development, Custom application development, Enterprise portals & dashboards, Cloud/DevOps for web, UX/UI for web
- **Global presence**: 20+ offices across Europe & North America (e.g., London, Berlin, Lviv, Chicago, Toronto)
- **Time-zone coverage**: Overlap with the USA & EMEA
- **Team size**: 2,000+
- **Pricing**: $50-$99/hr

MentorMate

- **Years in business**: 24
- **Core expertise**: Custom web app development, Frontend & backend engineering, Cloud & DevOps, UX/UI for web, Data & analytics
- **Global presence**: HQ Minneapolis & Sofia; offices across Bulgaria & Paraguay; global via Tietoevry Create

- **Time-zone coverage**: the USA & EMEA overlap
- **Team size**: 1,000+ (MentorMate); 10,000+ via Tietoevry Create
- **Pricing**: $50-$99/hr

Intellias
- **Years in business**: 23
- **Core expertise**: Custom web & application development, Full-stack engineering, Cloud & DevOps, Data/AI-enabled back ends, UX/UI for digital products
- **Global presence**: Europe, North & South America, Middle East & Asia (e.g., Poland, Spain, USA, Canada, UAE, Japan)
- **Time-zone coverage**: EMEA, USA & Asia overlap; nearshore/offshore options
- **Team size**: 3,000-3,500
- **Pricing**: $50-$99/hr

BairesDev
- **Years in business**: 16
- **Core expertise**: Custom web app development, Frontend (React/Angular/JS), Backend (Python/Ruby/PHP/Node), SaaS/ERP web builds, Web UX/UI & DevOps
- **Global presence**: The USA & Europe (HQ Buenos Aires; hubs SF, NY, Mexico City, São Paulo, Bogotá, Barcelona)
- **Time-zone coverage**: US time-zone overlap (nearshore LATAM)
- **Team size**: 4,000+ professionals in 50+ countries
- **Pricing**: $50-$99/hr

Cyber-Duck
- **Years in business**: 20
- **Core expertise**: Web application development, CMS & DXP (Drupal/Acquia), Laravel & ERP/CRM integrations, DevOps & platform engineering (ISO 27001), UX/UI & service design
- **Global presence**: UK-headquartered (London, Elstree); serves Clients worldwide
- **Time-zone coverage**: UK/Europe with practical overlap to the USA
- **Team size**: 50-249
- **Pricing**: ~$100-$149/hr

Django Stars
- **Years in business**: 17
- **Core expertise**: Python/Django web development, Full-stack web apps, Product discovery & delivery, Cloud/DevOps for web, UX/UI for web products
- **Global presence**: Kyiv (Ukraine), Alicante (Spain), US contact; serves US, UK, EU,

MENA, AU
- **Time-zone coverage**: Broad coverage across Europe & The USA (CET/EET/EST, etc.)
- **Team size**: 50-249
- **Pricing**: $50-$99/hr

Qubika (formerly Moove It)
- **Years in business**: 19
- **Core expertise**: Custom web/app development, Front- & back-end engineering, UX/UI for web, Data engineering, Cloud/DevOps
- **Global presence**: HQ Texas; delivery centers in the USA, Uruguay, and Colombia
- **Time-zone coverage**: Nearshore LATAM with US overlap
- **Team size**: 250-999
- **Pricing**: $50-$99/hr

Netguru
- **Years in business**: 17
- **Core expertise**: Frontend (React, Vue, Angular), Backend (Python, Ruby on Rails, Node.js), Full-stack web apps, Cloud/DevOps for web, Product/UX
- **Global presence**: HQ Poznań; offices across Poland; serves clients worldwide
- **Time-zone coverage**: EMEA with managed overlap to the USA
- **Team size**: 250-999
- **Pricing**: $50-$99/hr

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Thank you for your time!

Any questions? Drop us a line!