



Creating your bespoke business system

Pre-quote Discovery

We know it is vital to get an idea of cost before choosing who you work with. However, bespoke business management systems are unique and often complex pieces of software that connect any number of processes in a company and touch most, if not all the people in it too. Because of that, it's important that we thoroughly understand your business and your desired outcomes.



At the beginning of each project, we spend several days investigating the problems you're facing, coming up with solutions and documenting it all before being able to provide costs – we call this **Discovery**. It is a paid-for exercise and this document will help you understand why we charge for this and what outcome you should expect.

During Discovery we will:



Talk to all of the key stakeholders

We'll spend a few hours speaking to you, your team and any other key stakeholders to make sure we completely understand the project requirements, what the current pain points are and what objectives need to be met in order for this project to be considered a success.



Review existing systems and processes

We'll look at your existing systems, processes and documents so that we have a good understanding of how your business operates and the challenges it faces.



Review and revise

We'll review our initial findings and go through any questions or comments to ensure we have fully understood what it is you are trying to achieve.



Define technical solutions

Members of the Yamayap team, including solutions architects and senior developers, will discuss the project, what technologies are involved and how they will all fit together.



Create an outline proposal

We'll create a proposal that covers everything from an overview of how the system will work, the entities involved, the types of user and their roles, through to a detailed quotation, payment milestones and probable schedule of works.



Present our proposal to you

The final stage of Discovery is for us to present our proposed plan to you and your team and answer any questions you may have.

