Helping organizations take an inventive approach to effective, efficient, impactful work



CREATE | AUTOMATE | OPTIMIZE

SATISFIED CLIENTS



THE PANELISTS



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Disclaimer:

We are NOT giving legal advice, every business relationship and entity is unique, please consult your lawyer to help you structure your contracts and client engagements

TODAY'S AGENDA

Thought Leadership Series

How to structure your contracts and budgets to support an agile development environment with multiple stakeholders involved in the buildout.



Good Contracts Equal Better Client Relationships And Increased Profits.

EXPECTATIONS AND BUDGETS

How to set expectations and Budgets



Perform in depth discoveries



Provide examples, videos and diagrams

- Tie a budget to a functional deliverable and provide a range
- There are multiple ways to skin a cat, make sure you are on the same page



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Weekly meetings

- Document everything
- Get a sign-off on changes
- Regular feedback and collaboration
- Client involvement in the build facilitates better understanding

SCOPE CREEP AND CHANGE ORDERS

How to stay on top of scope creep

... I NEED MORE MONEY

Probably the last thing a client wants to hear.



Break it down into smaller engagements



Be careful of financing



Set limits on AR



Recognize revenue when it is earned



Difference between purchasing hours and funding a retainer

Tracking hours and billing

Reflecting balances

GAAP COMPLIANCE

How to set up retainer accounts for GAAP compliant accounting practices and appropriate revenue recognition.

CONTRACTUAL ELEMENTS

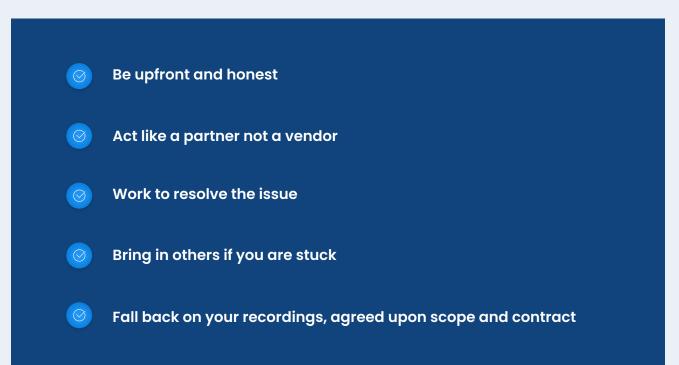
How to not get screwed: learn how to structure a contract in your favor without raising eyebrows.



What contract elements you should include to cover your legal bases and contract liability.

UH-OH, WHAT NOW?

How to approach scope creep, exceeded budgets or conflicts.



QUESTIONS AND ANSWERS

Schedule a Partner Call

www.catalystconnect.com

