

Pricing Models

Fixed Price Model :

This pricing model suits those clients who have their project requirements documented in a crystal clear way and once agreed upon a project schedule, we meet deadlines in delivering the output in the right time and they make a fixed price payment of the pre-negotiated value in different phases of the project as according to the payment schedule.

Some of the steps in which this model will be implemented were:

» » » prospect/Client sends his initial project requirements document to Spiderace and Spiderace's Business Analysts will work on the client needs and discuss with the client to ensure that all client inputs are incorporated in the finalised set of project requirements

» » » Based on finalized set of projects requirements, a detailed project proposal will be sent to the client with a clear time frame & cost estimate for the project development.

» » » Upon acceptance of the project proposal by the customer, a phasewise description of project development plan will be sent to the client.

» » » Based on the project requirement, the team members for the particular project is assembled and all development, testing grounds are setup for the successful activity to commence.

» » » Client will be updated periodically and project will be demonstrated in stipulated intervals to update the client about project progress and for any possible feedback in the process.

» » » Project will be tested by the testing team in alpha phase and they will get that tested by client before finalisation to ensure that he feel satisfied with all aspects of the project. Once he gives his confirmation, the project deliverables will be implemented in the client premises/client web servers etc and after final acceptance testing, client team will be given the necessary training to help them use the system conveniently possible.

» » » Spiderace provides free maintenance services as accepted in the project agreement for post delivery period and later offer maintenance services as according to his choice based on the maintenance plan he choose.

» » » Be it a free maintenance period or maintenance service based on pay package, Spiderace provides bug fixes and ensure the product works the way it is developed to perform.

» » » Payments has to be done before commencement of the next phase or as accepted before project acceptance.

Feeling interested to choose this pricing model for your project, then contact us today to initial project consultation.

Hourly Rate Pricing Model :

Spiderace proposes this model when client is unclear about his requirements in terms of project requirements documentation and related. In this situation, even though the working procedures remain similar to the Fixed Price Model, the team allocations, and other factors will remain a variable and all development efforts will be calculated utilising the time sheet (to know the number of hours spent on the particular project) and the pre-accepted hourly rate. Payments has to be done on a Bi-Monthly basis or as accepted before project commencement and the variable nature of team

allocations is to help reduce any waste of resources and money to client in the process of project completion.

Feeling interested to have your project developed under this pricing model, then contact us today to discuss with our sales team to receive a business consultation.