appit

EBOOK

Project Rescue

Saving One Project at a Time

sales@appitventures.com | appitventures.com | (303) 325-2607

What is Project Rescue?

A project rescue is a project that AppIt inherits following botched delivery of the original feature set. Most of the project rescues AppIt inherits are mid-stream development and have the following symptoms:

SYMPTOM 1

Improper use of tech stack.

One of our client's came to AppIt with a code base that leveraged two different types of cross-platform development technologies, which rendered the app non-functional and the code base useless. AppIt can only assume that the developer started down one path from a development standpoint and switched developers mid-stream. In this example, the client didn't have an original set of requirements, so the project never had clear direction.

COST & TIMELINE

The original cost to the client was $50k and the app never made it to the market. The cost of the rewrite was $55k, and the app made it to market within 5 months.

SYMPTOM 2

Improper adherence to architectural standards or basic best practices.

The most common examples are cross-platform technologies that did not follow basic standards. One client had a code base that leveraged Xamarin code but was written without XAML, MVVM, data binding and commanding. It's unusual to see an app written this way, but this usually occurs when clients work with low-cost providers or when the client has unrealistic timelines.

COST & TIMELINE

This client confirmed they had invested $95k on the original app and support. The cost for rewrite was $125k and time to market was 8 months.

SYMPTOM 3

Customizing off-the-shelf solutions.

Custom software can be expensive. Some of our clients originally opted to leverage an off-the-shelf solution rather than building a custom application. While off-the-shelf solutions can have short-term benefits, like reduced entry cost and reduced implementation timelines, there are some critical shortcomings that have hurt their business in the long-term. **Off-the-shelf solutions are fairly rigid in their design and the level of customization they allow for can be dramatically underwhelming and binding.** As our clients pushed to customize these solutions, the core functionality was impacted resulting in bug issues and slow performance speeds.

COST & TIMELINE

One of our current clients, spent over a year and roughly $100k attempting to customize a solution to meet the needs of his rapidly-growing business. This resulted in him altering his entire business approach to adhere to the capabilities of the platform, not his own organizational needs. Ultimately it impacted his ability to effectively scale and grow the way he needed to, which set him back a year. AppIt worked with him to build a new custom solution for just $80k and launched his new custom app to the market after only 8 months.

Stats

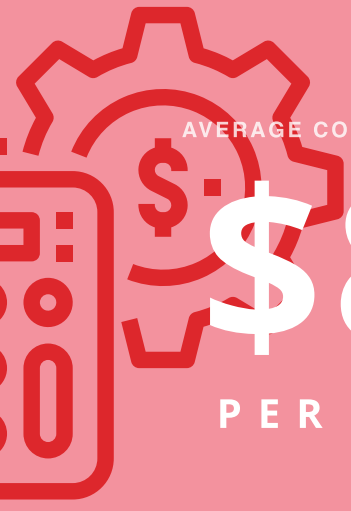
In 2020, 10 out of 46 of AppIt's clients were project rescues. In only 2 of the 10 cases was AppIt able to maintain the existing code base and engage in an ongoing support approach. This means that the other 8 had to throw away their previous code/applications, and AppIt started over from scratch."

In the cases where a rewrite was necessary, the cost of developing the rewritten app was on average 20% higher in cost than the cost of the original project. This is likely due to inaccurate estimation on the original project, or inexperience on the part of the development team.

REWRITTEN APPS ON AVERAGE COST

20% MORE

THAN THE ORIGINAL PROJECT COST



AVERAGE COST TO SALVAGE CODE

$8K

PER PROJECT

In the cases where AppIt was able to salvage code and support the project, the project team needed an extra month to ramp up knowledge transfer as well as conduct code reviews. This introduced an average additional cost of $8k per project. In addition, AppIt saw an increase in regular monthly spend related to bug fixes and library updates, on an average scale of 20% per month.

Key Takeaways

In 2020, 10 out of 46 of AppIt's clients were project rescues. In only 2 of the 10 cases was AppIt able to maintain the existing code base and engage in an ongoing support approach.

AppIt has learned that some developers, in order to save time, will dive directly into development.

Without taking the time up front (either in the sales process or the design process) to document requirements and design a user flow and architectural diagram. While this may save time up front, this approach inevitably leads to poor technology choices and improper tech stack alignment.

Many inexperienced developers have not invested time in R&D or do not give time within their estimate to research the latest technologies.

Which while that may save time during development, the approach inevitably leads to the selection of outdated third party tools or libraries. This approach allows the developer to deliver applications faster, but leaves the burden of support on the client.

Inexperienced developers do not always understand the impact of nuances in estimation.

With that, many developers will either undercut the estimate to win the business and gain back their misses through change orders, or they will scramble during development to save their timelines.

AppIt has seen this scramble be the primary driver behind mismatched technology and improper adherence to best practices.

Supporting Documentation

1. The Hand Wave is Lethal
2. What Makes a Successful Development Project
3. Using RFPs to Better Vet Vendors

Contact Info

sales@appitventures.com

303 325-2607

sales@appitventures.com | appitventures.com | (303) 325-2607