

Five attributes to look for in a software vendor



As with many things in life it's not only 'what you do' that's important. 'How you do it' has a key role to play in achieving success. Everybody wants their favourite sports team to win, but most will also want them to win well.

At The Information Factory we believe this is also the case with custom software development. We constantly strive to deliver great solutions – however we also try to do it in a manner that our clients appreciate.

Here are five key attributes we aspire to:

1

Listen first, act second

In order to fully understand the project brief we listen hard to what our clients have to say. Preconceived notions about what works best might look good in theory but they rarely work in practice.

2

Motivated and personable

We employ enthusiasts. People who have a zest for life and for their work. And, as most work involves dealing with other people, we believe it's important to build a positive rapport with our clients.

3

Commercial, practical and flexible

Software development is a technical process but we recognize that the solutions we create are supporting business objectives – increase revenue, improve productivity, reduce costs etc. We never lose sight of this fact and are committed to learning, understanding and conversing in the business language of our clients.

4

Communicate, review and adapt

We advocate a regular series of formal and informal updates to keep everyone in the loop. Some stakeholders need details while others want highlights so we adapt the content according to the audience.

5

Deliver on brief, on time and on budget

The end goal of all projects. A structured software development process coupled with a practical business philosophy keeps our feet on the ground – and our clients happy.

At The Information Factory our data driven solutions are focused on putting your data to work, refining raw, disconnected data and turning it into something that is actionable – giving you the power to know what to do.