



## Build vs “Buy”

The decision to build a customized solution versus purchasing (or renting/leasing) a software package requires the consideration of many factors. Some of these are financial, and some are requirements related. However there may be other factors that need to be considered to make the best decision for your organization. Below are six questions you should ask when evaluating **Ck✓Mate™**

1. Does the purchased solution meet at least 75-80% of your requirements?  
*Yes, either solution*  
*No, build custom solution*
2. Can your existing software be modified to meet your requirements? Are your requirements known and/or documented? If the requirements are not known, can you dedicate staff time to develop the requirements?  
*Yes, either solution*  
*No, buy **Ck✓Mate***
3. Can your existing software be modified to meet your time frame for implementation?  
*Yes, either solution*  
*No, buy **Ck✓Mate***
4. Does the development cost estimate fall within your budget?  
*Yes, either solution*  
*No, buy **Ck✓Mate***
5. Often requirements can change during the development process. Some because of regulatory changes, others due to ever changing business needs (new processes, new functions, etc.) and some because of omission. Does your IT department have the agility to adjust and still fall within your budget and time frame?  
*Yes, either solution*  
*No, buy **Ck✓Mate***

Following implementation the demand for new features and functionality are on going. We have delivered more than 40 significant enhancements to **Ck✓Mate** since its inception over three years ago. All of these have been delivered to our customers at **NO** additional cost. All enhancements are included in the monthly rental price.

6. Will your IT department be able to continually support, and enhance and maintain their implemented solution on a timely basis and within your allowable budget?  
*Yes, either solution*  
*No, buy **Ck✓Mate***