



QUESTIONS TO CONSIDER

Evaluating Software Solutions for Tech Stack

1. What pain points does this solution solve? (Will it get me leads, increase conversion, increase revenue per project, reduce cost, improve customer satisfaction and reviews, etc.)
2. Does this solution integrate with tools I am currently using or ones that I might like to use in the future?
3. Will data flow seamlessly, or will I need to do double entry?
4. Does this solution consolidate/replace tools I am currently using?
5. What is the overall cost for this solution? Is it per user? Are there setup, onboarding or support fees?
6. What does their Customer Support look like? What does their Onboarding look like?
7. Do I have the resources and bandwidth to implement at this time?
8. How long has this company been around? Is the company just starting out or is it mature?
9. Are other contractors I know using this solution? What is their feedback?
10. Does this solution help streamline or automate a current business process, or does a new process need created?
11. Is the solution easy to use?
12. Will this solution make life easier for my employees or give a better customer experience?
13. How will I be able to measure the success of this software?

NEW CONTRACTORS WHERE TO START?

Check off CORE (foundational) Solutions:

- Accounting Software (recommend QuickBooks Online – affordable, scalable, easy to use and integrates with most CRMs)
- CRM - central solution to maintain all customer records, automate processes, schedule jobs, connect other future tools
- Measurement Solution – Need measurements to create an accurate quote, create material list