



HOW A PROJECT WORKS

Zenith Consulting Services

A fixed price for each stage, agreed before it starts. No surprises.

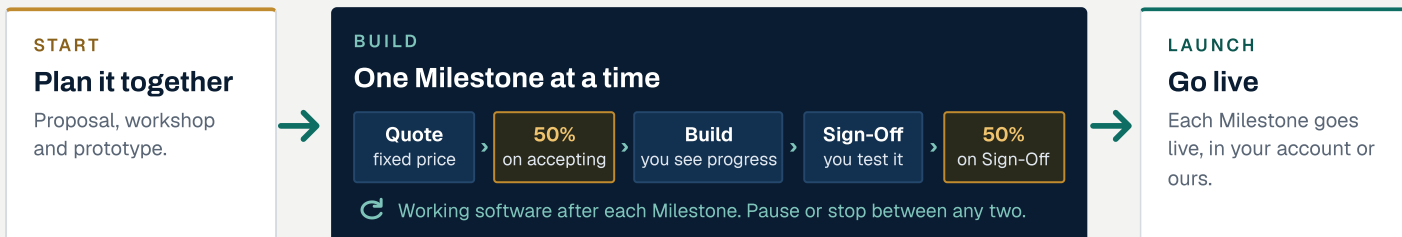
Brisbane, Australia

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0422 627 577

We build your software in stages called **Milestones**. You **only ever commit to the next Milestone**. Before each Milestone starts, you get a **Milestone Quote** with exactly what it delivers and its fixed price.

THE JOURNEY AT A GLANCE



STEP BY STEP

ONE OFF 01 Sign the Proposal It includes a Fee Estimate for the whole build. That is our best estimate, not a commitment. Signing commits you to the next step only. YOU PAY For the Discovery Workshop and Clickable Prototype, up front. YOU DECIDE Whether to start planning with us.	ONE OFF 02 Workshop and prototype We map the work with your team, then build a clickable version of the key screens so you can see it before it is built. Together they become a written plan we both agree on (the Initial Scope of Work). YOU PAY Nothing more at this step. YOU DECIDE Sign-Off the Initial Scope of Work.	EACH MILESTONE 03 Milestone Quote Before each Milestone, we send a Milestone Quote: exactly what it delivers and its fixed price. Work starts once the deposit is paid. YOU PAY A Milestone Deposit of 50% when you accept. YOU DECIDE Whether to go ahead, change it or stop.
EACH MILESTONE 04 Build and Sign-Off We build it and you test it. Any defect in a Milestone is fixed within its fixed price, not charged by the hour. YOU PAY The other 50%, the Completion Payment, on Sign-Off. YOU DECIDE Sign-Off when it works as quoted.	EACH MILESTONE 05 Repeat until done Steps 3 and 4 repeat for every Milestone, in the order that matters most to your business. You get working software after each one. YOU PAY Only for the Milestones you accept. YOU DECIDE What comes next, and when.	ONGOING 06 Launch and support Your software goes live. Support and small changes are billed by the hour, only as used. Anything bigger is a Variation, with its own Milestone Quote. YOU PAY \$250 an hour + GST, only for what you ask for. YOU DECIDE What to change or add, and when.

TERMS YOU WILL SEE IN OUR CONTRACT

Fee Estimate Our estimate of the whole build, in the first Proposal. A guide, not a commitment.	Milestone Quote The fixed scope and fixed price of one Milestone. Nothing starts until you accept it.	Milestone Deposit 50% of a Milestone's fixed price, paid when you accept its Milestone Quote.
Completion Payment The other 50% of a Milestone's fixed price, due when you Sign-Off the finished Milestone.	Sign-Off Your written OK that a step is done and works as agreed.	Variation New work or a change too big for support. It needs its own Milestone Quote, accepted before we start.

WHAT YOU CAN COUNT ON

- **You own it.** The code and your data are yours once each Milestone is paid.
- **Your account or ours.** Larger systems run in your own cloud account (Amazon Web Services), so you see the hosting costs directly. Small apps can run in ours for a monthly hosting fee.
- **No hourly meter on the build.** Each Milestone has a fixed price, agreed before it starts.

Questions? Call James on **0422 627 577**.