

# Choose the delivery arrangement that fits the work.

Compare a bounded project, additional team capability and ongoing support against the outcome and ownership you need.

## Delivery options

| Arrangement             | A good fit when                                               |
|-------------------------|---------------------------------------------------------------|
| Defined project         | The outcome and acceptance boundary can be agreed             |
| Team augmentation       | An existing team needs a specific capability or capacity      |
| Ongoing delivery        | A product needs a prioritised sequence of improvements        |
| Support and maintenance | An operating system needs an agreed care and escalation model |

## Separate commercial certainty from technical certainty

A clear delivery arrangement still needs assumptions, dependencies and change handling. Make those visible before agreeing the work.

## Keep the business in control of the result

Clarify source ownership, access, documentation and the handover obligations for any arrangement.

## Match the engagement to the decision ahead

Different starting conditions call for different ways of working. A team with an unclear business problem may need discovery. A team facing a specific technical constraint may need a focused review. A defined application change may be ready for delivery, while an existing system may need an agreed maintenance arrangement.

Describe the outcome needed before choosing the engagement. Include the people involved, the system affected and any deadline or dependency that influences the work. This helps distinguish a bounded investigation from a commitment to implement a complete solution. It also makes the first conversation more useful than beginning with a broad request for a team or a technology.

## **Agree what is included and how it is accepted**

A clear scope states deliverables, responsibilities and acceptance evidence. For a technical review, that may mean observations, risks and a prioritised recommendation. For implementation, it should describe working behaviour, tests, deployment and handover. Record what the client must provide, including access, sample data and decisions from business owners.

Commercial details should reflect the actual arrangement. Establish fees, treatment of third-party costs and the method for approving changes before delivery starts. An indicative discussion is not a fixed-price commitment. Where uncertainty remains, identify the investigation needed to reduce it and the effect it may have on subsequent work.

## **Make the next step proportionate**

A small, understood change may need only a concise scope and acceptance check. A significant migration or new AI workflow usually needs more investigation of dependencies, data and recovery. Match the preparation to the consequence of getting the decision wrong.

Use the project brief to collect known information and mark unknowns honestly. For an existing incident, follow the support route rather than mixing urgent diagnosis with a new-project request. After a review or discovery activity, decide whether to proceed, change direction or stop. A useful engagement leaves the business better informed, even when the appropriate recommendation is to keep the current system and address a smaller problem first.

## **Where are the prices?**

Pricing depends on scope, capability, coverage and responsibilities. Contact Cobnex with the work you have in mind to define an appropriate proposal.

## **Read the current resource online**

<https://cobnex-review.rgcsekaraa.workers.dev/plans/>