



EPSILON CONCEPTS
BE REMARKABLE

Web Design Company Checklist

Company Name: _____
Company Location: _____
Sales Rep Name: _____
Contact Phone: _____
Contact E-mail: _____
Website URL: _____

How many clients have they completed projects for? ____ (*insert number*)

Have they completed projects for any well-known companies? Yes or No (*circle one*)

How long has the company been around? ____ (*insert number of years*)

How big (or small) is their team? ____ (*insert number of team members*)

What services do they provide in relation to what you are looking for?

How is their pricing? Cheap, Moderate, Expensive, Very Expensive (*circle one*)

How do they manage projects?

(*web-based project management? dedicated account managers? impressive project methodology?*)

What do they stress the most regarding their services?

How is their response time / communication during the sales phase? No Response, Slow, Average, Very Responsive, Extremely Responsive (*circle one*)

How would you rate their portfolio? 1 2 3 4 5 6 7 8 9 10 (*circle one*)

How would you rate their testimonials? 1 2 3 4 5 6 7 8 9 10 (*circle one*)

How would you rate their website? 1 2 3 4 5 6 7 8 9 10 (*circle one*)

Do they seem to grasp and relate to your unique needs, industry, and project requirements?

What's your "gut feeling" or "gut reaction" to this company and the sales rep you spoke with?
