Using Development Plans to Enhance Essent Software

Software for Successful Businesses

Successful businesses are different. We do things differently. It makes us unique and successful.

And since software is an integral part of modern business, we need software to automate and integrate the things that set us apart. Plenty of software exists with plenty of functionality, but everyone implements it. So at the end of the day, we're just like everyone else. We need software that can be tailored to our specific needs.

The traditional way to tailor software to the specific needs of a successful business is to develop custom software. But custom software, developed specifically for one company whether in-house or via a third party, has its own set of problems.

The Problems with Custom Software

Custom software development brings significant costs in the form of time, budget, and scope. The ongoing burden of the software lifecycle – most notably maintenance, which represents the majority of total software costs – is shouldered solely by you. Ultimately there are no economies of scale. In other words, you can't share the research, design, development, and maintenance costs with other companies. You're stuck paying for everything.

At first it seems like you're getting exactly what you want and getting it quickly, but as time progresses custom software is dragged down by costly ongoing maintenance that includes bug fixes, updates to work on current operating systems, and security compliance. Ultimately, the custom software fails to keep up with the innovation on which unique, successful businesses survive. What seemingly allowed you to be nimble once you finally got up to speed now begins to weigh you down.

You learn too late, that when you go the custom software route, you venture down the path of becoming a software developer — even if you use a third-party developer. Because at the end of the day, it's all on you to keep the software current.

Advantages of Enhanced Software

What you want is the best of both worlds. You want off-the-shelf software and all of its advantages: lots of functionality, minimized implementation time, big bang for your buck, and reasonable maintenance costs. But you also want custom software and all its advantages: a solution that's tailored just for you, with a software development lifecycle that puts you in control.

The solution is Essent software enhanced through an Essent Development Plan™. Essent software gives you proven, packaged software and the Development Plan gives you Essent development services that tailor the software to your specific needs.

Companies want the best of both worlds. They want an Essent Development Plan.

Dev Plans are a Proven Model

Essent has performed a million hours of development and produced millions of lines of code. We get the job done.

We deliver on hundreds of Development Plans like the one you're considering. The results are consistently satisfied customers and a feature-rich technological ecosystem that processes more than $3 billion in commerce annually for companies large and small.

A Development Plan is ongoing software development services sized to fit your budget and automatically billed monthly. You define the number of development hours that fits your budget, the services you want Essent to perform (like programming), the tasks you want to perform (like acceptance testing), and the scope of the work.

It's not one-size-fits-all. Just like enhanced software itself, plans are tailored to your needs. Plans start at as little as 10 hours per month at affordable rates. The bigger the plan, the bigger the discount.

The Development Plan revolves around Work Statements. A Work Statement, also known as a Statement of Work or SOW, is simply a document that lists the work that is to be performed at any point of time. A Development Plan is guided by a flexible Master Work Statement that lists all of the goals you would like to achieve and a fixed Quarterly Work Statement that defines and authorizes the committed work that will be done within a development cycle. You can think of a Work Statement as a highly-controlled, well-defined project. Through Work Statements you direct and control the work that will be performed and the results you wish to achieve.

When you enter into a plan with Essent, we reserve resources for your account. Work Statements define the goals and the reserved resources assure we accomplish the goals. To assure success, we require the monthly service hours as budgeted to the plan are used each month. The entire process hinges on the definition of items on the incremental Master Work Statement and approval of each Work Statement in advance of the development period.

This model creates a cadence that establishes a steady, recurring, and predictable project implementation cycle.

The Solution is a Development Plan to Enhance Essent Software

The solution is Essent software enhanced through an Essent Development Plan.

The Essent Project Implementation Cycle (EPIC™) is the methodology for a living, breathing system where collaboration, cooperation, and communication are paramount to creating software. The project advances in a deliberate, well-documented cadence that assures you are getting the functionality you are looking to automate. You'll be involved in every step of developing software that does exactly what it is designed to do.

The result is enhanced functionality, minimized implementation time, big bang for your buck, and reasonable maintenance costs all in an Essent solution that's tailored just for you.

Learn more about Using Development Plans to Enhance Essent Software

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