

# The 2026 Software & IT Vendor Cost Checklist

Real price ranges for the Indian market, the costs vendors don't mention up front, and the questions that separate a real partner from a risky bet.

## 1. Typical rates by vendor type

Broad market ranges, not quotes — where your project lands depends on scope, seniority and location.

| Vendor type                | Typical rate (₹/hour) |
|----------------------------|-----------------------|
| Independent freelancers    | 600 - 1,500           |
| Small specialist agencies  | 1,000 - 2,500         |
| Mid-size development firms | 2,000 - 4,000         |
| Large / enterprise firms   | 3,500 - 8,000+        |

## 2. Typical range by project type

| Project type                         | Typical range (₹) | Timeline   |
|--------------------------------------|-------------------|------------|
| Internal tool / simple web app       | 2 - 8 lakh        | 4 - 10 wks |
| CRM, inventory, customer portal      | 8 - 30 lakh       | 3 - 6 mo   |
| ERP / multi-role SaaS / integrations | 30 lakh - 1.5 cr+ | 6 - 18 mo  |
| MVP mobile app (one platform)        | 4 - 15 lakh       | 2 - 4 mo   |
| Workflow automation / API work       | 1 - 6 lakh        | 2 - 6 wks  |

Sanity check: a small, experienced 2-4 person team working three months in India typically costs ₹9 lakh - ₹25 lakh, depending on rates and seniority.

## 3. Costs people forget to budget for

- Hosting & infrastructure — ongoing, not one-time
- Third-party APIs and licenses (payment gateways, SMS/WhatsApp, maps)
- Post-launch support and bug fixes — budget 15-20% of build cost per year
- Data migration from whatever system you're replacing
- Change requests once you see the product working and want it working differently

## 4. Questions to ask on the first call

- ☐ Can you walk me through a project like mine that you've delivered?
- ☐ Who would be on my team, and are they your employees?

- ☐ How will I see progress, and how often?
- ☐ What's your estimate range, and what would move it up or down?
- ☐ What do you need from us to keep the project on track?
- ☐ Who owns the code, and do we get access during the build?
- ☐ What happens after launch — support, fixes, changes?
- ☐ Can I speak to two recent clients?

## 5. Red flags

- ✗ A bid far below the others. Someone misunderstood the scope, or plans to make it back in change requests.
- ✗ No discovery. A quote without a proper requirements conversation is a guess dressed as a number.
- ✗ Vague timelines and vague answers. "A few months, depends" with no phasing.
- ✗ No references, or only written testimonials. If nobody will take your call, ask why.
- ✗ Over-promising. Anyone who says "no problem" to every requirement in a first meeting hasn't thought about it.
- ✗ Poor communication during the sales process. It does not improve after you've paid.

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Want a real number for your project?  
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Source data: SSSP Business Solutions, "Custom Software Development Cost in India (2026 Guide)" and "Choosing a Software Development Company in Delhi NCR" — [ssspolutions.in/resources/](https://ssspolutions.in/resources/)