

Vendor Red Flags Checklist

Before you sign a migration quote, agency SOW, or MSP plan

LM-19 | Consult | FC-08 Tech Second Opinion

Use this checklist before committing budget. When in doubt, book FC-08 for a written second opinion.

Migration and cloud quotes

- No rollback plan or test window documented
- Licensing and consumption costs excluded from TCO
- Identity and MFA treated as phase 2
- No named senior architect on the proposal
- Fixed price with unlimited scope language

Agency and build SOWs

- You do not own code, credentials, or cloud accounts on day one
- Production deploy and security review excluded
- No acceptance criteria - payment tied to demo only
- Maintenance priced as time and materials after launch

Book FC-08 at northark.ai/book?sku=FC-08