First-Meeting Questions

DeployCos.com cheat sheet. Updated 11-08-2026. Sources at deploycos.com/sources/.

Question	A good answer
Who exactly will do the work?	Named engineers, their backgrounds, days on site.
What would you build first, and why?	One bounded workflow with a checkable output.
How do you measure success?	A baseline agreed before the build and a business owner.
Which model, and why?	A head-to-head evaluation on our data, not a default.
What does the diagnostic cost and deliver?	A fixed price and a ranked list of workflows.
What is the cost per task in production?	An itemized number at our volume.
Who owns the code, evals and data at exit?	We do, in writing.
What is the exit plan?	A written plan, documentation and transition help.
What needs human approval?	A clear policy with logged approvals.
How do you handle a wrong action?	An incident process and a named owner.
Which engagements did you stop early?	Real examples and honest reasons.
Who are your investors and partners?	Full disclosure of interests in our decision.
How fast can you get access set up?	A concrete list of what they need from us.
What will our team learn?	Training and pairing built into the plan.
Can we speak to a customer in production?	Yes, with a workflow live, not a pilot.