8. Game Development

Example: A gaming company wants to develop a multiplayer online game.

Planning Considerations:

Game engine selection (Unity, Unreal Engine).

Multiplayer server infrastructure.

In-game monetization strategy.

User experience and engagement.  
  
1) Have you worked with other companies in this industry?  
R/= Yes, we worked with a Rockstar Game 10 years ago, in GTA V and Red dead redemption 2   
  
2) Have you done similar projects in the past?

R/= As I was telling you, in addition to the experience in Rockstar Game, we have worked on several multiplayer games

3) What technologies do you use?  
R/= We done use a Unreal engine for development the games  
  
4) Have you worked with clients from this location?  
R/= Our company is recognized worldwide and we have worked in several countries which are powerhouses in the development of video games.  
  
5) Can you provide good references from previous clients?

R/= The company has excellent references from all the clients with whom we have done a development. At this moment we can share the contacts of each of them.

6) What is the upfront cost?  
R/= The initial cost would be $200 million to hire servers, designers, and the necessary equipment for the time being  
  
7) What is included in the price?  
R/= A team of developers with more than 20 years of experience developing video games which have all been successful development, will have all the initial structure of the servers and all the necessary tests during their development  
  
8) Do you bill hourly or by a project?  
R/= We bill per project, depending on the magnitude and complexity  
  
9) Do I pay more if you go over the timeline?  
R/= No, if the estimated delivery time of the project is exceeded, no additional cost will be generated. We usually deliver everything on time.

10) How are intellectual rights handled?  
R/= The rights are owned by the company, but we request to remain as creators of the video game designed  
  
11) How much time do you need to scale up the team and capacity?  
R/= A time of 1 year would be estimated to be able to conclude our work team and delegate its functions to it  
  
12) How do you ensure that clients receive the desired outcome?  
R/= In the development process we will carry out a series of meetings showing the process we have to have customer opinions and what they want to improve  
  
13) How will my project be managed? (process/reporting)  
R/= As we mentioned previously, there will be a weekly meeting to validate the progress made with the development with the presentation of the status. The process will be developed through a schedule of activities each week and their compliance.

14) How do you estimate project timelines?

R/= First we validate the requirements from the client. The second thing is to divide them into necessary processes to be developed to achieve compliance with the requirement and according to our experience we assign an estimated time to develop it.

15) Are contractors used for any of the work?  
R/= No, our company is responsible for supplying all the necessary personnel to complete the work team.

16) Will I get to speak directly with the developers on the project?  
R/= Of course, you will have contact with the person supervising the project in the development of the game.

17) How will you ensure that you understand my project’s requirements?  
R/= In our work methodology we hold a series of 3 meetings, where we guarantee to listen to what the client wants and needs. We unify ideas and provide the recommendations that we can give from our experience to reach the objective.

18) What involvement will be expected from me throughout the project?

R/= We need constant participation throughout the development, since in this way we can adjust the video game and increasingly reach what the client needs.

19) Do you understand my business model, target, audience, and goals?

R/= Yes, we understand that the main function is to guarantee multiplayer in the video game, equally the game must cover much more and this is why we guarantee the 3 meetings to identify everything that is necessary.  
  
20) How often will we communicate?  
R/= For each important update that my development team has, we will be contacting you for the important opinion that you as a client would give us.

21) Will we own the source code?

R/= No, the code of the video game will be yours but as we mentioned before our condition is to appear as the creators of the code.

22) How will my application be tested?  
R/= Betas will be designed which will be distributed among a group of people so that they can give their opinion on the experience of the newly created game and know what we can improve.  
  
23) How are bugs/issues tracked and fixed?  
  
R/= At the time of launch the game will have a number of workers who will be constantly reviewed to solve possible bugs. In addition to this there will be a form where the end user can report any problem presented.

24) What is the potential for updates after launch?

R/= In the contract there will be a number of updates included with the development. At the end of these updates you will get an additional improvement. Which will cost 20 million dollars.

25) What will happen to the application after launch?

R/= After it is launched, there is a projected income of 2 million people, which would lead to a projected income of 5.4 billion dollars in the first 6 months.