DREXUS

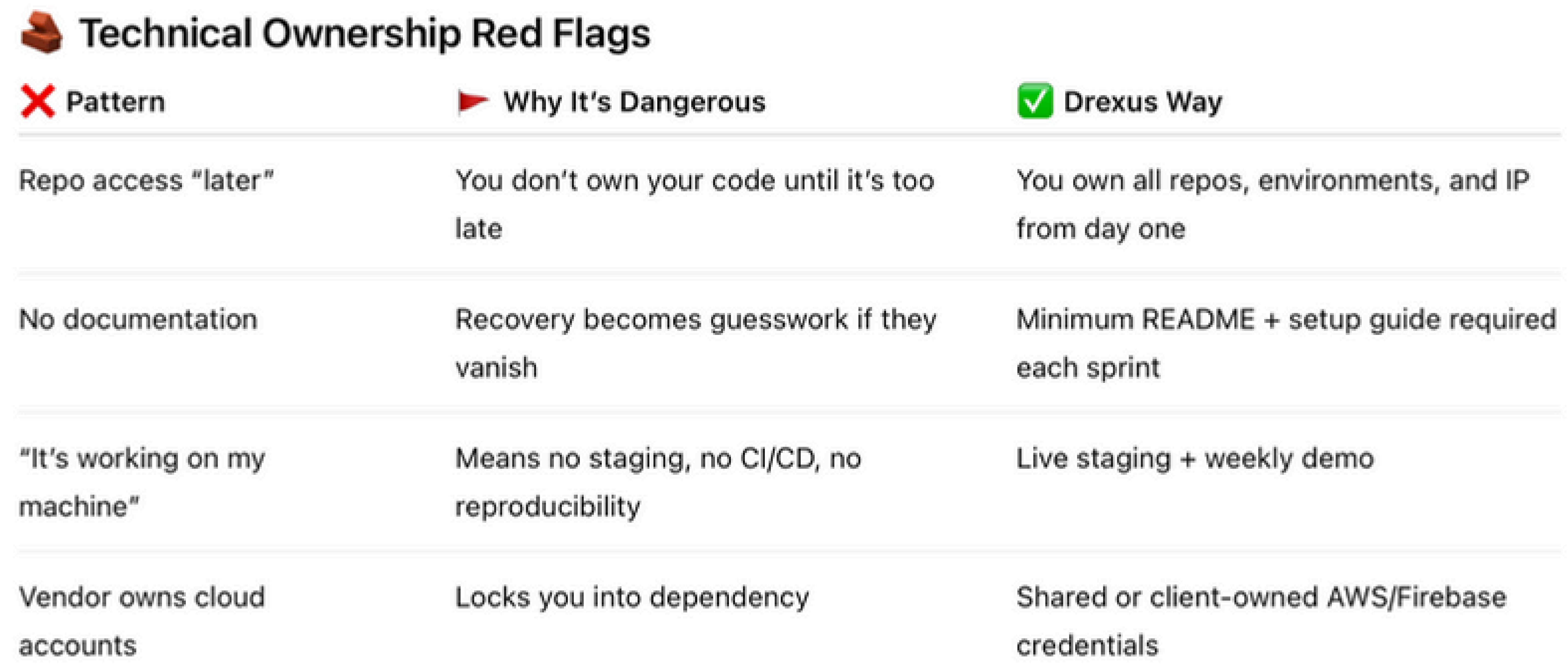
THE TEAM BEHIND THE SCENES

🚨 Drexus Vendor Red Flag Checklist

How to spot a bad vendor before your next sprint burns.

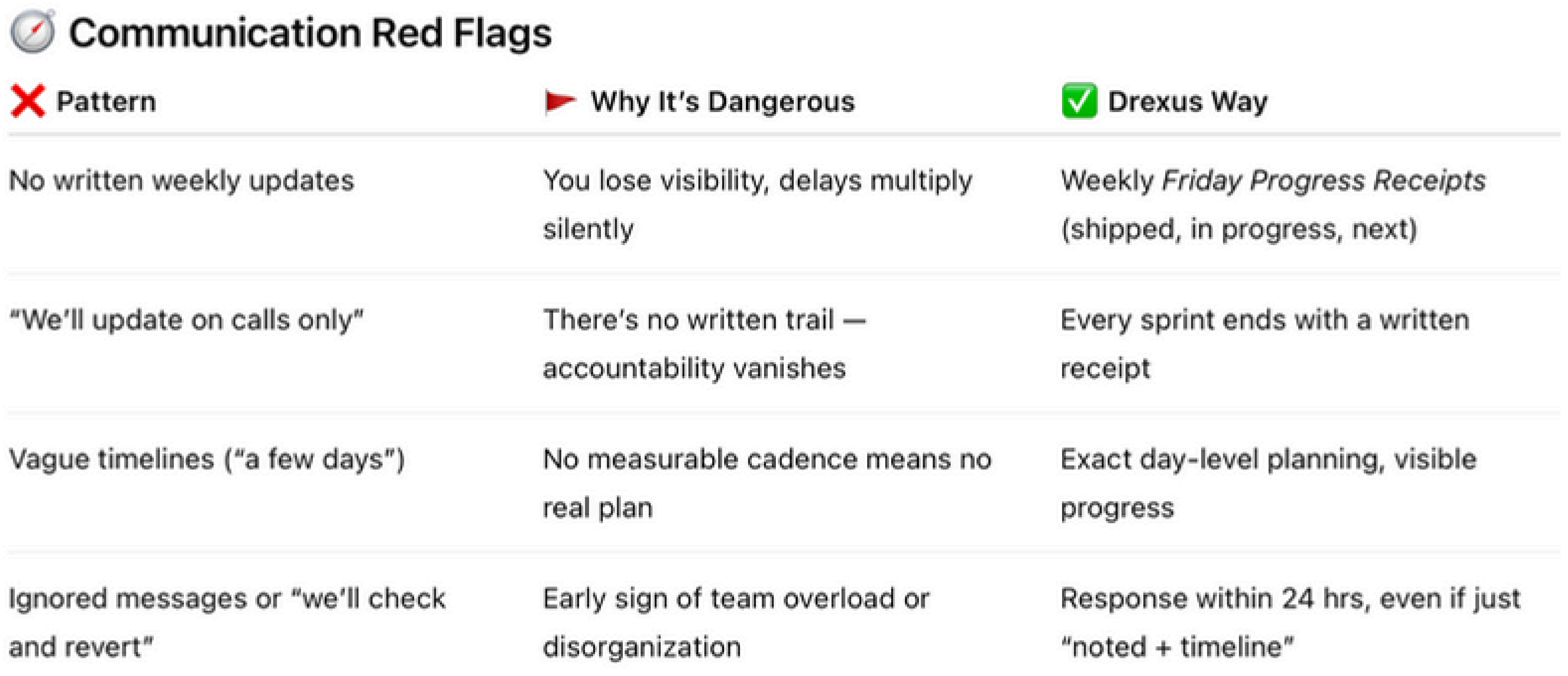
Use this before hiring, during onboarding, or when you feel “something’s off.”

Each red flag = hidden cost later. The earlier you catch them, the cheaper your project becomes.



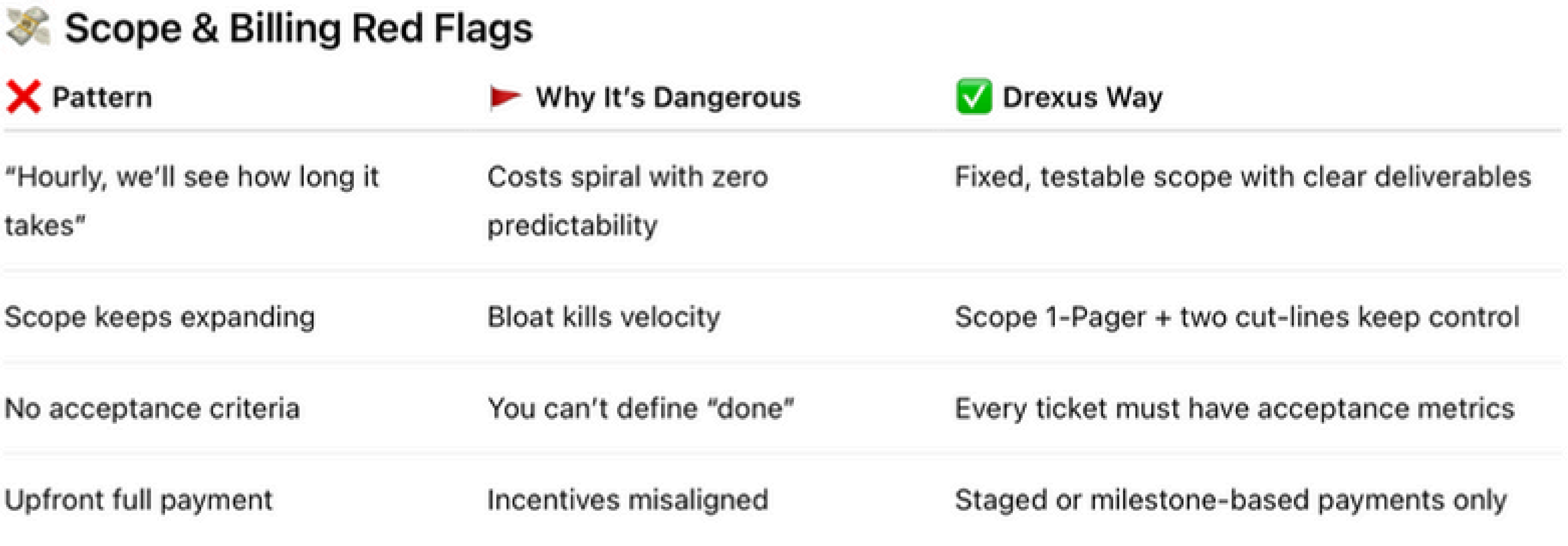
🧱 Technical Ownership Red Flags

❌ Pattern	🚩 Why It’s Dangerous	✅ Drexus Way
Repo access “later”	You don’t own your code until it’s too late	You own all repos, environments, and IP from day one
No documentation	Recovery becomes guesswork if they vanish	Minimum README + setup guide required each sprint
“It’s working on my machine”	Means no staging, no CI/CD, no reproducibility	Live staging + weekly demo
Vendor owns cloud accounts	Locks you into dependency	Shared or client-owned AWS/Firebase credentials



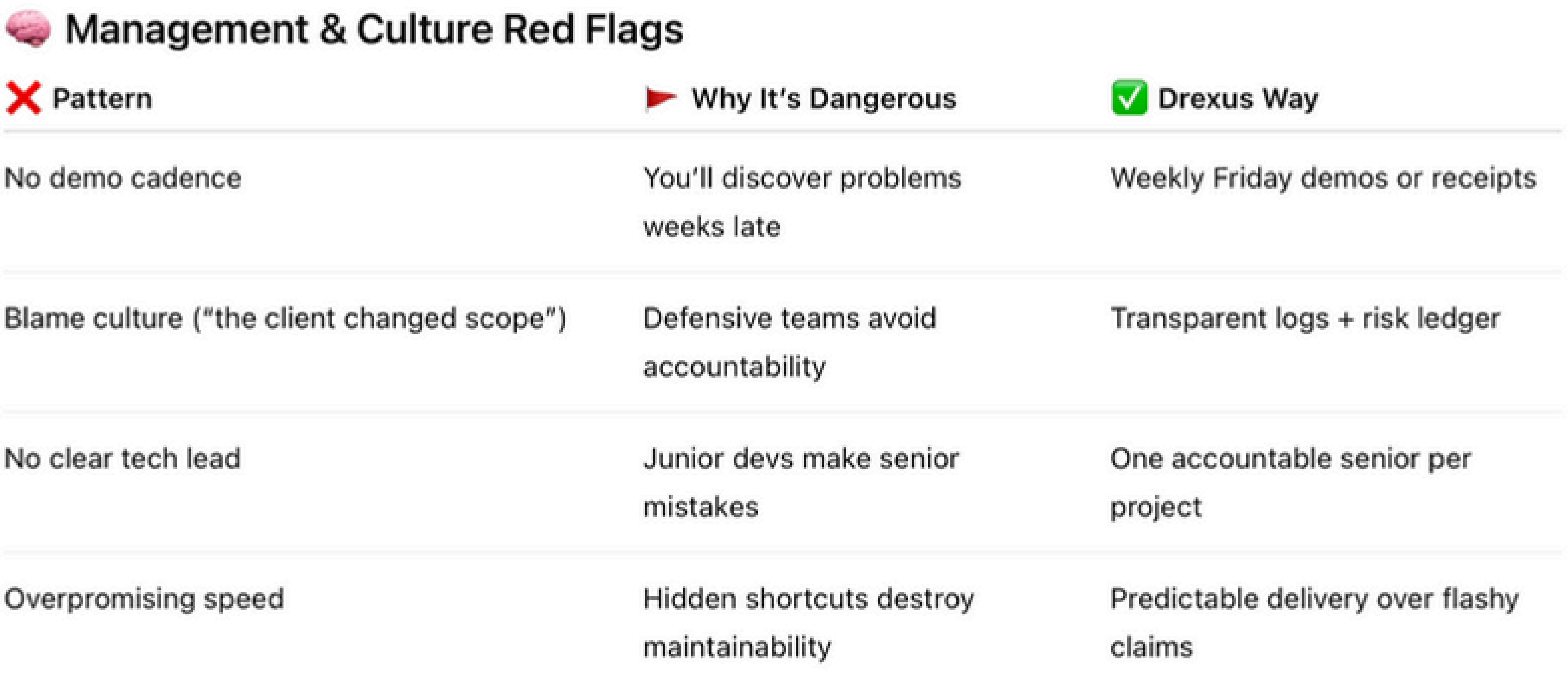
🧭 Communication Red Flags

❌ Pattern	🚩 Why It’s Dangerous	✅ Drexus Way
No written weekly updates	You lose visibility, delays multiply silently	Weekly *Friday Progress Receipts* (shipped, in progress, next)
“We’ll update on calls only”	There’s no written trail — accountability vanishes	Every sprint ends with a written receipt
Vague timelines (“a few days”)	No measurable cadence means no real plan	Exact day-level planning, visible progress
Ignored messages or “we’ll check and revert”	Early sign of team overload or disorganization	Response within 24 hrs, even if just “noted + timeline”



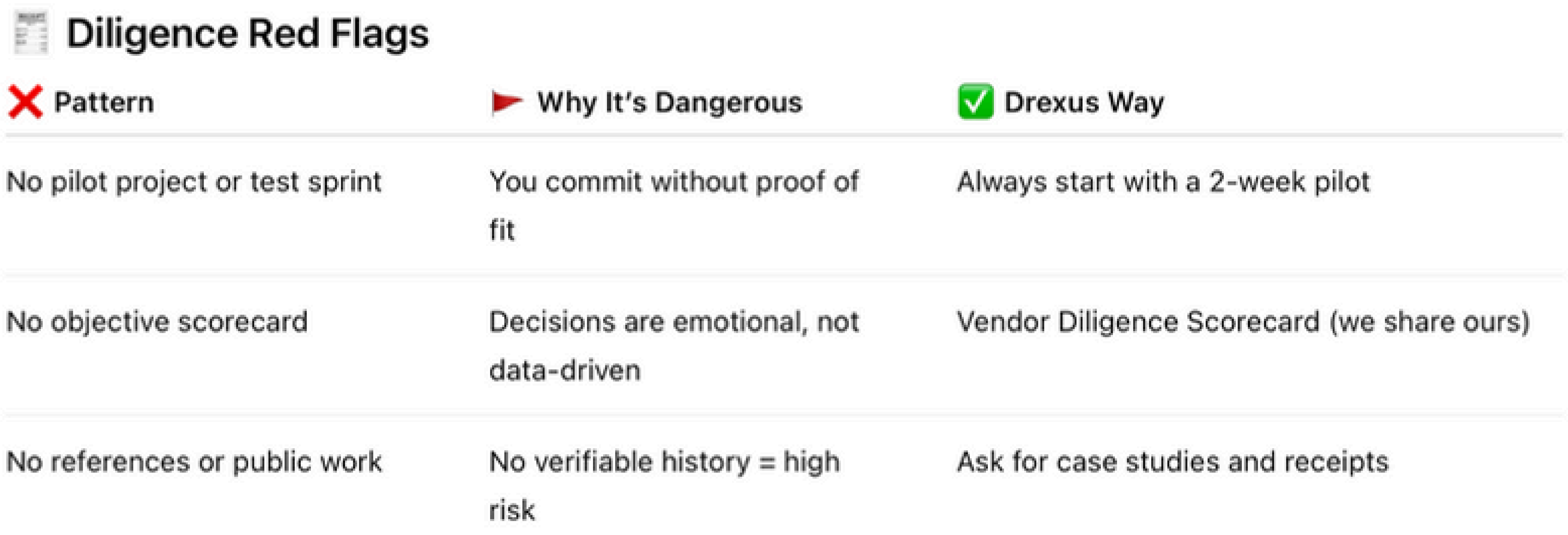
💸 Scope & Billing Red Flags

❌ Pattern	🚩 Why It's Dangerous	✅ Drexus Way
"Hourly, we'll see how long it takes"	Costs spiral with zero predictability	Fixed, testable scope with clear deliverables
Scope keeps expanding	Bloat kills velocity	Scope 1-Pager + two cut-lines keep control
No acceptance criteria	You can't define "done"	Every ticket must have acceptance metrics
Upfront full payment	Incentives misaligned	Staged or milestone-based payments only



🧠 Management & Culture Red Flags

❌ Pattern	🚩 Why It's Dangerous	✅ Drexus Way
No demo cadence	You'll discover problems weeks late	Weekly Friday demos or receipts
Blame culture ("the client changed scope")	Defensive teams avoid accountability	Transparent logs + risk ledger
No clear tech lead	Junior devs make senior mistakes	One accountable senior per project
Overpromising speed	Hidden shortcuts destroy maintainability	Predictable delivery over flashy claims



🧾 Diligence Red Flags

❌ Pattern	🚩 Why It's Dangerous	✅ Drexus Way
No pilot project or test sprint	You commit without proof of fit	Always start with a 2-week pilot
No objective scorecard	Decisions are emotional, not data-driven	Vendor Diligence Scorecard (we share ours)
No references or public work	No verifiable history = high risk	Ask for case studies and receipts

✅ How to Use These Checklists:

- Run it before you sign anything.
- If you check 3 or more red flags, don’t ignore your gut — costs will drift.
- Share this with your investors or cofounders; it’ll save you budget and stress.
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F**inal Reminder:**
You’re not buying hours, you’re buying reliability.
If a vendor hides visibility, you’re already losing money.
→ Use this checklist before every sprint.

I**f your current vendor fails it, you already have your next task: run the 2-Week Recovery Playbook.**

FROM
YOUR FRIENDS
@ DREXUS