

Choose an automation partner

Compare two proposals for the same workflow. Use this with any provider, including me.

Mark each check: documented / unclear / does not meet our needs. Note the commitment or question.

Workflow: _____

Provider A: _____ Provider B: _____

Check	Evidence to request	Provider A - notes	Provider B - notes
Business problem	The same workflow, its current owner, and the intended operating change.		
Deliverable	What this phase produces and what is excluded.		
Relevant experience	An artifact or walkthrough, the provider's exact role, and their relationship to the work.		
Inputs and access	Tools and data required, permissions, and who authorizes access.		
Human decisions	What needs approval and who handles uncertain or sensitive cases.		
Acceptance	Normal and exception cases, duplicate handling, and the agreed success measure.		
Full costs	Setup or build, subscriptions, usage, support, and remaining internal work.		
Ownership and exit	Accounts, documentation, exports, code and transfer terms, and licensing limits.		
Aftercare	Monitoring, incident contact, maintenance responsibility, and change requests.		
Next decision	The smallest agreed step and the evidence needed to continue.		

Talk through your workflow with me

Free 20-minute conversation. Bring a rough example and the tools your team uses.

[Read the full guide at builtbyblake.co](#)