The IT Partner "Good Egg" Checklist: Executive Blueprint

Empower CEOs and business executives to rigorously evaluate IT consultants, avoid common vendor pitfalls, and select true strategic technology partners.



According to industry data, 70% of technology implementations fail due to business misalignment and lack of team execution depth.

PRINCIPLE 1: TECHNOLOGY SERVES YOU

True partners prioritize client interests over commercial sales leverage.



ITEM 1: PRE-COMMITMENT ADVICE
Shares actionable insights before formal agreement signed.



ITEM 2: FIT TRANSPARENCY
Willing to decline bad fit and recommend alternate providers.





ITEM 3: STRICT CONFIDENTIALITY
Protects prospective and active client data consistently.

PRINCIPLE 2: ROOT CAUSE FOCUS

Solves root causes rather than symptom patching.



ITEM 4: CUSTOM-TAILORED SOLUTIONS
Designs around business operations instead of off-the-shelf tools.

ITEM 5: COMPREHENSIVE DUE DILIGENCE
Conducts thorough technical diagnostic before proposing solutions.





ITEM 6: VERIFIABLE PROVEN RESULTS
Demonstrates past success in comparable business environments.

PRINCIPLE 3: BIG PICTURE ALIGNMENT

Aligns IT strategy directly with long-term business roadmap.



ITEM 7: BUSINESS PLAN INTEGRATION
Evaluates 3-to-5 year strategic growth objectives first.





ITEM 6: LONG-TERM SCALABILITY
Engineers durable architecture preventing rebuilding in three years.



ITEM 9: THOROUGH DISCOVERY PHASE
Resists jumping to immediate conclusions or assumptions.





ITEM 10: PLAIN LANGUAGE COMMUNICATION
Explains complex tech decisions clearly without jargon.

CRITICAL RED FLAGS



RED FLAG: JUNIOR HANDOFF
Senior team sells, but inexperienced junior team delivers work.



RED FLAG: UNCRITICAL AGREEMENT
Agrees with faulty assumptions instead of exercising strategic judgement.



RED FLAG: 9-TO-5 LIMITS
Restrictive 9-to-5 operational reach during critical emergencies.

CEO DIAGNOSTIC QUESTIONS

QUESTION 1: UNCOMFORTABLE TRUTHS
Walk me through telling a client something they disliked hearing.

QUESTION 2: TURNED-AWAY CLIENTS
Tell me about a prospective client you furned down.

QUESTION 3: STRATEGIC DISCOVERY
What first business aspect do you analyze before recommending tools?

QUESTION 4: OUT-OF-SCOPE ISSUES
How do you handle unscripted issues outside initial scope?

QUESTION 5: EXECUTION SENIORITY
Who executes the work, and are they present today?

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