

Internet of Things (IoT) – Pricing Parameters

Use this checklist to scope and estimate. Fill the CSV template alongside this PDF.

Parameter	Typical Options / Guidance	Notes
Scope Size	Small / Medium / Large	
Features / Modules	1-3 / 4-8 / 9+	
User Journeys & UX Complexity	Basic / Standard / Advanced	
Integrations	0-1 / 2-4 / 5+	
Data Volume	Low / Medium / High	
Non-Functional Requirements	Basic / HA+DR / Mission-Critical	
Security & Compliance	Basic / ISO27001 / GDPR / SOC2 etc.	
Environment Count	Dev / Test / UAT / Prod (+ DR)	
Automation Level	Basic CI / CI+CD / Full GitOps	
Team Composition	2-4 / 5-8 / 9+	
Duration (weeks)	2-4 / 6-10 / 12+	
Design & Prototyping	None / Wireframes / Hi-fi prototype	
Testing Depth	Unit / Unit+API / +UI+Performance	
Observability	Logs / Logs+Metrics / +Tracing	
Support & Warranty	2 weeks / 1 month / 3+ months	
Training & Handover	Docs / Workshops / Enablement program	
SLA & Availability	Best-effort / 8x5 / 24x7	
Hosting & Licenses	Client / Shared / Dedicated	
Travel & Onsite	0% / 10% / 25%+	
Change Control	Time & Material / CR-based / Retainer	
Payment Terms	30/40/30 or Milestone-based	
Assumptions	Client SMEs available; infra ready; test data provided	
Exclusions	3rd party license costs; L3 production support; data entry	

How tiers map from parameters

Tier	When to choose	Indicative Team	Indicative Budget
Starter (MVP)	Small scope, few integrations, 2 envs, basic QA	PM (part), 2 Eng, QA (shared)	USD 12k–25k
Growth	Medium scope, multiple integrations, 3–4 envs, CI/CD	PM, 3–5 Eng, QA, DevOps	USD 45k–120k
Enterprise	Large scope, strict NFRs, 4+ envs, SRE & automation	Product lead, 6–10 Eng, QA, DevOps, SRE	USD 150k–400k/qtr

Notes: Pricing is indicative; final quote depends on detailed scope, compliance, and SLAs.