

Most engineering partners sell capacity.

Critical releases are bought differently.

When the release matters, leaders stop buying resources and start buying trust.

Typical vendor evaluation	Critical release evaluation
Team size	Who will personally own this?
Hourly rates	Who do I call when things go wrong?
Certifications	Can they start before everything is defined?
Delivery Process	Will they take ownership beyond development?
Number of engineers	Will leadership involvement reduce or increase?

Why BuildersPatch choose Gloify

BuildersPatch already had development underway. Yet key modules were unavailable, integrations were incomplete, and confidence in the delivery path was deteriorating.

At that point, the question stopped being:

"Who can build this?"

The question became:

"Who can we trust to get this over the line?"

Four signals that created trust

The founder stays in the room

Naveen, Gloify's CEO, remained involved. The person making commitments did not disappear after the contract was signed.

They started before everything was clear

Gloify started with focus and structure in an incomplete environment.

One team owned the release

Frontend, backend, infrastructure, QA. One team accountable for the release path.

They didn't wait for perfect conditions

The platform was not complete. Requirements were not perfect. The work still moved forward.

What changed

MVP launched in 18 weeks

Founder involvement reduced

Delivery became more predictable

Confidence improved

Trusted by product teams and growth-stage companies



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"Gloify has been our trusted ally and partner in building a robust product. They have done this in time and on budget since they have started work with us. We are so very pleased with the results. It allows us to focus our time and energy on our strengths."

Kanan Ajmera
BuildersPatch, Founder & CEO

Gloify is not the right partner for every project

You do not need developers, low-cost hourly rate, or a team to execute a fully specified scope; there are many good options.

Gloify tends to get called when something more uncomfortable is happening: leadership no longer trusts the current path to delivery.

The question changes from: **"How many engineers do we need?"** → **To: "Who is willing to take responsibility for getting this over the line?"**

Founder-led
Naveen stays involved from strat to finish.

Rapid mobilisation
Start within weeks not months.

End-to-end ownership
Frontend. Backend. Infrastructure. QA. Release.

Outcome-first execution
We succeed only when you do.