

Fifteen questions before you *award* the project.

Judging a signage company on survey, drawings, samples,
factory and installation. Not on portfolio images.

Decide what you are actually buying

01 Fabrication only

You have fully resolved drawings and need them built.

02 Design and production

Graphic design plus manufacture.

03 Wayfinding strategy

Routes, locations and messages are still unresolved.

04 Structural identity

Facade signs and pylons needing real engineering.

05 Rollout management

Multi-site programme with survey, logistics and reporting.

Capability, drawings and materials

01

Design or build?

Do you plan wayfinding systems, or only fabricate signs?

03

What is in-house?

Can we visit the factory and see the equipment and finishing?

05

Why this material?

Tie it to environment, cleaning, fire, weight and maintenance.

07

Colour control?

Paint codes, print proofs, batch control, viewing conditions.

02

Who surveys?

What gets measured, photographed and checked, and by whom?

04

Production drawings?

Dimensions, sections, fixings, lighting, wiring, interfaces.

06

Physical samples?

Who pays, and who keeps the approved control sample?

08

Who owns structure?

Who designs, reviews and certifies the supporting steel?

Build, site and aftercare

09

Which electrics?

LED modules, drivers, loading, access, heat management.

10

QC before dispatch?

Dimensional check, finish review, illumination test, burn-in, packing.

11

Who installs?

Employees or subcontractors, and who supervises on site?

12

Operating site?

Phasing, barriers, dust, noise and a written method statement.

13

What warranty?

Product, electrical, coating and workmanship, separately.

14

Several locations?

Survey standards, dashboard, packing, regional install, audits.

15

Who is accountable?

One named lead from brief to handover.

Ask for all of it in writing

- Similar completed projects with dates and actual scope.
- Client references you are allowed to contact.
- Sample drawings and schedules.
- Factory and equipment list.
- Quality and safety procedures.
- Material data and warranty terms.
- Programme, approval calendar and named team members.
- A list of inclusions, exclusions and client dependencies.

Score it, or price decides by accident

15%	Understanding of the problem and wayfinding approach.
15%	Relevant project experience at this type and scale.
15%	Technical solution and materials.
20%	Samples, quality control and production capacity.
20%	Installation, safety plan, warranty and aftercare.
15%	Commercial value and transparency.

Walk away when you see these

- A final price with no site visit and no stated assumptions.
- No production drawings offered before manufacture.
- Material described only as “premium”.
- A portfolio that never states what the vendor actually did.
- Reluctance to show the factory or name subcontractors.
- Warranty promises with no written coverage or response time.
- A programme with no time for approvals, samples or curing.
- Pressure to release production before directions are verified.

Integrated delivery shortens the *loop*. It does not remove the need to check.

Split contracts give you independent choice and a handoff to manage. One partner keeps the approved intent connected to the build. Either way, scope, specification and approvals have to stay visible, and design approval and production release have to stay separate gates.

Sign off all of this, then release

- Locations, messages, arrows and quantities.
- Production drawings, materials and finishes.
- Physical samples and illumination.
- Price, programme and client dependencies.

Visit the *factory* before you sign.

We run survey and design, manufacture in Bengaluru and install across India as one team. If a significant contract is on the table, come and inspect a completed project. Look at corners, seams, alignment and ageing rather than the hero shot.

1991	9,000+	50+
SINCE	SPACES	CITIES

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