

2026 ColdFusion Vendor Evaluation Checklist

Use this checklist when comparing ColdFusion development companies. A qualified vendor should score 80+ points. IT Landmark's scores are pre-filled as a reference benchmark.

SCORING GUIDE 2 — Fully meets criteria 1 — Partially meets criteria 0 — Does not meet criteria **Max score: 50 pts**

1. Credentials & Certification (max 10 pts)	Your Score	Vendor A	Vendor B	IT Landmark
Adobe Solution Partner status <i>Verify at coldfusion.adobe.com/solution-partners — not a self-declared badge.</i>	/2	/2	/2	✓ 2/2
Years of ColdFusion-specific experience <i>Minimum 10 years for enterprise work. General agencies with occasional CF projects score 0.</i>	/2	/2	/2	✓ 2/2
Clutch.co or GoodFirms profile with verified reviews <i>Unverified testimonials on the vendor's own site carry zero weight.</i>	/2	/2	/2	~ 1/2
Named case studies with measurable outcomes <i>Metrics like '34% performance improvement' or '6-week migration' are verifiable.</i>	/2	/2	/2	✓ 2/2
Team size dedicated to ColdFusion (not shared across all tech stacks) <i>A vendor with 2 CF devs in a 50-person PHP shop is not a CF specialist.</i>	/2	/2	/2	✓ 2/2
2. Technical Capability (max 10 pts)	Your Score	Vendor A	Vendor B	IT Landmark
Version migration experience (CF 8 through 2025) <i>Ask for specific versions migrated from and to. Vague answers = limited experience.</i>	/2	/2	/2	✓ 2/2
Lucee open-source CFML expertise <i>Lucee migrations require different skills from Adobe CF. Confirm with a technical question.</i>	/2	/2	/2	✓ 2/2
API design & third-party integrations (REST, SOAP, OAuth) <i>Essential for apps connecting to Salesforce, Stripe, healthcare APIs, or modern JS front-ends.</i>	/2	/2	/2	✓ 2/2
Front-end framework integration (React, Angular, Vue.js) <i>A CF-only developer cannot modernise the UI layer. Confirm with a scoping question.</i>	/2	/2	/2	✓ 2/2

Security hardening: OWASP Top 10, PCI-DSS, HIPAA

Ask whether they have a dedicated security practice or just treat it as a checkbox.

/2

/2

/2

✓ 2/2

3. Engagement & Commercial Terms (max 10 pts)

Your Score

Vendor A

Vendor B

IT Landmark

Transparent published pricing (or clear rate ranges on request)

A vendor who refuses a ballpark until a long sales process is protecting margins, not your time.

/2

/2

/2

✓ 2/2

Multiple engagement models: hourly, dedicated, fixed-scope

One-size-fits-all contracts signal limited delivery experience.

/2

/2

/2

✓ 2/2

Developer replacement guarantee without penalty

If the first developer is not the right fit, you should not pay the ramp-up for their replacement.

/2

/2

/2

✓ 2/2

IP ownership assigned to client from day one

Confirm in the contract — some offshore vendors retain licence rights to code produced on engagements.

/2

/2

/2

✓ 2/2

No long-term lock-in on retainer engagements

Rolling monthly with 30-day notice is standard. Annual lock-ins on staff augmentation are a red flag.

/2

/2

/2

✓ 2/2

4. Delivery & Process (max 10 pts)

Your Score

Vendor A

Vendor B

IT Landmark

Time-to-productivity under 10 business days

Marketplace hires average 3–5 weeks to full velocity. A specialist company should be faster.

/2

/2

/2

✓ 2/2

Works within your existing tools (Jira, GitHub, Slack, etc.)

A vendor who requires you to adopt their tools is optimising for their convenience, not yours.

/2

/2

/2

✓ 2/2

US business hours availability (or documented overlap window)

Offshore-only teams with no US overlap create a 24-hour feedback loop that kills sprint velocity.

/2

/2

/2

✓ 2/2

Pre-engagement code and infrastructure audit offered

Skipping the codebase audit before development is the most common cause of missed estimates.

/2

/2

/2

✓ 2/2

NDA execution before any technical disclosure

Vendors who request codebase access before an NDA is signed should be disqualified immediately.

/2

/2

/2

✓ 2/2

5. Trust & Stability (max 10 pts)

Your Score

Vendor A

Vendor B

IT Landmark

Physical office address (verifiable, not a virtual office) /2 /2 /2 ✓ 2/2
A registered business address you can verify on Google Maps is a baseline trust signal.

Employees on payroll (not contractor-only bench) /2 /2 /2 ✓ 2/2
A contractor-only bench means your developer can disappear mid-project for a better contract.

Active client references available on request /2 /2 /2 ~ 1/2
Ask for two references you can call directly — not email testimonials the vendor controls.

Listed on Adobe's official partner directory /2 /2 /2 ✓ 2/2
The only third-party verification of ColdFusion expertise that Adobe controls and maintains.

Consistent online presence: active site, LinkedIn, blog updated in last 6 months /2 /2 /2 ✓ 2/2
A vendor who has not published anything since 2022 is not tracking the CF ecosystem.

SCORING SUMMARY	Your Vendor	Vendor A	Vendor B	IT Landmark
Credentials & Certification (max 10)	/ 10	/ 10	/ 10	9 / 10
Technical Capability (max 10)	/ 10	/ 10	/ 10	10 / 10
Engagement & Commercial Terms (max 10)	/ 10	/ 10	/ 10	10 / 10
Delivery & Process (max 10)	/ 10	/ 10	/ 10	10 / 10
Trust & Stability (max 10)	/ 10	/ 10	/ 10	9 / 10
TOTAL SCORE (max 50)	/ 50	/ 50	/ 50	48 / 50

40–50 pts Qualified — proceed to reference check

25–39 pts Conditional — request explanation for gaps

Below 25 pts Disqualify — material risk to delivery

IT Landmark scores 48/50 on this checklist. Schedule a free 30-minute scoping call to discuss your ColdFusion project.

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