

9 Criteria for Data Science Consulting

Checklist & scorecard – compare up to three consultancies side by side

1 · Rate

Tick one box per criterion and consultancy: 1 (weak) to 5 (convincing).

2 · Follow up

Ask the probing question in the vendor meeting – especially for low-rated criteria.

3 · Compare

Add up the points per column (max. 45) and put the overall profiles side by side.

CONSULTANCY A

CONSULTANCY B

CONSULTANCY C

RATED BY / DATE

CRITERION	CONSULTANCY A	CONSULTANCY B	CONSULTANCY C
01 Strategic grounding instead of technology for its own sake Starts with the business question, not the algorithm – with a prioritised use case pipeline and a solid roadmap. PROBING QUESTION How do you make sure every use case is tied to a measurable business decision?	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
02 End-to-end delivery into production Takes you from prototype to a monitored, productive application – including MLOps and integration. PROBING QUESTION What share of your machine learning projects have actually made it into production?	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
03 Solid data and engineering expertise Masters the entire chain – infrastructure, data quality, governance – and not just the modelling. PROBING QUESTION How do you deal with incomplete or low-quality data before the first model is built?	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
04 Proven industry and domain expertise Understands your processes and data types – from geospatial to sensor data – and spots viable use cases faster. PROBING QUESTION Which comparable projects in our industry have you delivered, and what did you learn from them?	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
05 Measurable business value and a clear business case Defines the target metric from day one and takes responsibility for the impact – not just for the presentation. PROBING QUESTION Which concrete metrics would you use to measure the success of our collaboration?	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

CRITERION	CONSULTANCY A	CONSULTANCY B	CONSULTANCY C
06 Methodological maturity and technology independence Picks the method that fits instead of the hype – generative AI with good judgement, vendor- and platform-independent. PROBING QUESTION When do you actively advise against an AI or machine learning approach?	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5
07 Seniority, team continuity and culture Experienced specialists actually work on the project and stay on board – no bait and switch. PROBING QUESTION Who from your team will actually work with us, at what seniority level – and how do you ensure continuity?	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5
08 Knowledge transfer and enablement instead of dependency Strengthens your own organisation, hands over knowledge and responsibility – enablement as a mark of quality. PROBING QUESTION What is your concept for knowledge transfer and for enabling our internal teams?	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5
09 Trust: references, transparency and AI governance Solid references, transparent collaboration, data protection and traceability – also with the EU AI Act in mind. PROBING QUESTION How do you ensure data protection, security and the traceability of your models?	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5
Total (max. 45 points)	___ / 45	___ / 45	___ / 45