Paying for a long project in phases · What to do when the process gets stuck?

For: Paušalni obrt · Obrtnici · j.d.o.o. · d.o.o.

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Applicability: According to the profile and circumstances of the described case.

If the phase is delayed due to the client's decision, establish a new schedule together before proceeding.

When a plan meets an obstacle

Tie payments to measurable milestones and clear proof of delivery.

For each phase, prepare the scope, price, delivery condition and email confirmation.

Working example · Payment for a long project in phases

Check whether you can determine from the description when the obligation for a second payment arises.

Specific next steps

1. Tie payments to measurable milestones and clear proof of delivery.
2. For each phase, prepare the scope, price, delivery condition and email confirmation.
3. The offer template should display the expected inflow for each phase.

Limits of application

Apply the guideline to your documents and working methods.

Original page

https://adriatrends.hr/poslovni-vodic/en/pitanja/praksa-naplata-milestone-problem