

Use this before hiring anyone to build your website in Saudi Arabia. Pick the model, vet the work, and lock the contract clauses founders

1. Pick the model

- Long-lived product with a roadmap? Consider in-house.
- Small, well-scoped one-off task? A freelancer fits.
- Most SME builds? An agency or senior remote team.
- Does the route avoid Saudization/visa overhead you don't want?

2. Vet the work, not the pitch

- Live sites you can open and test on mobile (not screenshots)?
- A small PAID test task before the full engagement?
- References from a past client about post-launch reliability?
- Real Arabic / RTL experience for your audience?

3. Lock the contract

- Source-code and IP ownership assigned to YOU?
- Repository and hosting access in your name?
- Clear scope, milestones, and a maintenance/handover clause?
- Payment tied to milestones, not all upfront?

4. Red flags — walk away

- A fixed quote before they understand your scope.
- No portfolio you can actually visit.
- Vague answers on who owns the code.
- A price so low the only way to hit it is cutting QA or Arabic.

5. Score on the 3S Framework

- Strategy: do they think about your business, not just code?
- Skill: can they prove real, live, fast work?
- Support: will they be there after launch?