

Open Collaboration Proposal 2025

Summary

Welcome to the 2025 Open Collaboration Proposal from IT Quality Lab. We are a team of senior software engineers and QA consultants with over 20 years of experience specializing in advanced development tooling, software quality assistance (QA), and software automation. We are a fully remote team dedicated to delivering high-value AI-powered QA as a Service (QAaaS) to software development teams worldwide.

This proposal outlines how IT Quality Lab can transform your software development lifecycle (SDLC) with AI-powered QA consulting. Our team has successfully streamlined QA processes by 70%, accelerated testing cycles by 80%, and enabled developers to focus 90% of their time on creating business value—all at a fraction of the cost of a full-time QA engineer.

Our fully remote service adapts to your timezone for seamless collaboration, with in-person visits available upon request and budget approval. Let's work together to optimize your QA strategy, enhance product quality, and accelerate your time to market.

Service Overview

IT Quality Lab offers a specialized QA as a Service (QAaaS) solution for small software teams with limited or no dedicated QA resources. Our mission is to streamline your QA processes, accelerate testing, and empower developers with fast, reliable feedback loops through expert guidance and AI-driven tools.

Core Service Features:

- **QA Test Time Optimization:** We implement risk-based testing matrices to reduce testing time by 70%, simplify steps, and focus on high-impact coverage.
- **On-Call Support:** We provide email support for QA and automation queries, with a monthly on-call meeting included for critical, last-minute consulting.
- **AI-QA Expertise:** We leverage custom AI agents built with tools like Langchain4j to automate repetitive SDLC tasks, such as generating realistic test data or setting up complex test scenarios, saving 80% of test setup time.
- **Weekly QA Strategy Sessions:** We align QA, AI, and automation efforts with your project goals through regular weekly or bi-weekly check-ins.

Optional Add-On Features

Enhance your QA capabilities with scalable add-ons to boost sprint velocity by 30%:

- **AI-QA Advanced Agents:** We deploy powerful AI agents using tools like Langchain4j to automate test preparation, generate synthetic test data, set test scenarios, trigger CI/CD pipelines, and act on notifications. These agents reduce developer testing tasks by up to 50%, enabling faster iteration and higher-quality outputs.
- **Test Automation Setup:** We build or refactor automated testing frameworks using tools like Playwright and Cypress for consistent, high-quality feedback. Our team enhances existing frameworks to support unit integration and end-to-end testing, ensuring scalability and maintainability.
- **Dev Env Automation:** We automate complex development environments (local and CI/CD) using Docker or similar tools to create consistent, reproducible setups. With one command, developers can deploy ready-to-code environments, minimizing setup time and ensuring alignment with production.
- **Dedicated Training Sessions:** We equip your team with the latest AI-QA and automation best practices, covering tools like Playwright and Cypress and advanced automation platforms like N8N or Motia.dev. Our sessions focus on SDLC optimization and business alignment for maximum impact.
- **Proactive Risk Management:** We develop risk management frameworks with a Shift-Left approach, using AI-driven analysis to identify and address QA risks early. This prevents costly issues and ensures robust software delivery.
- **API, Performance, & Security Testing:** We conduct specialized testing for APIs, performance, and security using tools like Playwright for functional API testing and industry-standard platforms for security audits. Our team assists in making your software secure, performant, and reliable.
- **Smart Tooling Integration:** We connect AI processes to tools like GitHub, JIRA, or GitLab using platforms like N8N or Motia.dev for intelligent workflows. Automating repetitive tasks like Pull Request reviews or test verification frees up 30% of daily SDLC activities.

This service is a low-cost, high-impact alternative to hiring a full-time QA engineer. It offers flexibility and scalability to grow with your team's needs.

Proposed Solution

This open proposal for collaboration is the solution to cooperating on a project basis to achieve your goals. We'll bring my technical skills and experience, starting with a thorough understanding of your problem and the business requirements. We will follow up with the minimum necessary planning that will enable us to work effectively on implementing, testing, and maintaining the solution. This approach ensures tailored answers that meet your business needs, leveraging our dual expertise in development and AI-QA. Let's jump on a call to understand the current issues thoroughly, and we can adapt this collaboration proposal to meet your project's needs.

Our Service System's Lifecycle

This service system follows a structured lifecycle:

1. **Requirement Gathering:** Understand your needs and objectives through initial consultations.
2. **Planning:** Create a detailed plan outlining the scope, timeline, resources and impact.
3. **Implementation:** Support or implement the solution according to the plan.
4. **Testing:** Define or perform rigorous testing to ensure functionality and reliability.
5. **Maintenance:** Provide ongoing support to keep solutions up-to-date and efficient.

This lifecycle ensures projects are managed effectively, with clear milestones and communication.

Why Choose It Quality Lab?

Partnering with IT Quality Lab delivers measurable business value through AI-powered QA consulting. Here's why our service stands out:

- **Cost-Effective:** We provide expert QA consulting at a fraction of the cost of a full-time QA engineer.
- **AI-Powered Efficiency:** Our custom AI agents built with Langchain4j automate tedious tasks, saving time and boosting productivity.
- **Faster Time to Market:** We streamline testing cycles by 80% for quicker, confident deliveries.

- **Developer Focus:** We free developers to spend 90% of their time on innovation, not QA overhead.
- **Scalable Service:** Our flexible QAaaS model adapts to your project's evolving needs.
- **Expert Guidance:** We offer access to senior QA expertise through regular strategy sessions and on-demand support, leveraging tools like Playwright, Cypress, N8N, and Motia.dev.

Client Success Stories

Our AI-powered QA consulting has transformed SDLC processes for small teams. Below are highlights from satisfied clients:

Germán Talón, CIO/CPO, NSign.tv

"The ItQualab engineers did an outstanding job setting up the entire team, procedures, and applications for QA testing at nsign.tv. Before their involvement, we had no established processes in place, and their expertise was instrumental in helping us build everything from the ground up."

Jordi Adell, Tech Lead, Verbio.com

"After we completed the first QA assessment, we gained a clear roadmap of our current and desired quality levels... The TAA experts also guided us in implementing a Python-based CI/CD tool to simplify the complexity of our pipelines. As a result, our pipelines were much more stable and easier to maintain."

Case Study: Playoff Informatica

Jordi Massip, CTO, Playoff Informatica

Playoff Informatica faced challenges with time-consuming virtual machine (VM)-based development environments, leading to wasted developer time and inconsistent setups. It Quality Lab implemented a dockerized development environment, enabling developers to deploy a ready-to-code environment with a single command. This reduced setup time by over 50% and ensured consistency across development, CI/CD, and production environments. Additionally, our team rebuilt their test automation framework using Cypress

and optimized deployment pipelines with GitHub Actions, improving reliability and flexibility. These changes saved significant time, boosted team productivity, and enhanced software quality.

Additional client references are available upon request to showcase the impact of our services.

Business Impact and Value

Collaborating with It Quality Lab delivers tangible improvements to your SDLC:

- Streamlined QA Processes: We achieve 70% process optimization, reducing manual effort and errors.
- Accelerated Testing Cycles: We speed up testing by 80% with tools like Playwright and Cypress, enabling faster sprint velocities and deliveries.
- Enhanced Developer Productivity: We allow developers to focus 90% of their time on creating business value.
- Increased Sprint Velocity: Our add-on features boost delivery speed by at least 30%.
- Improved Product Quality: Our proactive risk management and specialized testing ensure reliable, secure software.

Our AI-driven approach, powered by tools like Langchain4j, N8N, and Motia.dev, maximizes efficiency, reduces costs, and enhances your competitive edge by delivering high-quality software faster.

Pricing and Engagement Models

We offer flexible pricing to suit your team's needs:

1. AI-QA Essentials Plan: Ongoing QA support for small teams.
 - \$499/month (billed monthly or annually)
 - Includes QA test time optimization, on-call support, AI-QA expertise, weekly strategy sessions, QA roadmap, and app profiling.
 - Ideal for teams needing consistent, low-cost QA assistance.

2. AI-QA Flex Pack: On-demand QA consulting.
 - From \$20/hour (per 1,000-hour pack)
 - Includes code reviews, AI-QA roadmaps, consulting, POC proposals, tech support, and bug research.
 - Perfect for targeted QA challenges.
3. Free 60-Minute AI-QA Consulting Call:
 - Gratis
 - Includes QA status overview, strategy discussion, root cause examination, written solution proposals, and free email follow-ups.
 - A risk-free way to explore our services.
4. Enterprise Plan: Custom QA solutions for complex needs.
 - Pricing available upon request.
 - Includes insightful assessments, full tech-stack reviews, QA strategy reviews, Shift-Left methodology, and advanced AI-QA tooling.
 - Tailored for teams requiring comprehensive QA transformations.

For QA-related services, refer to ITQL's website (itqualab.com) for pricing details. Contact us for a tailored quote based on your specific requirements.

Time Frame and Task Administration

Project timelines depend on scope and complexity, with realistic milestones set collaboratively. We ensure transparency through:

- Regular progress updates via weekly or bi-weekly check-ins.
- Clear communication on deliverables and timelines.
- Flexible adjustments to meet evolving project needs.

Terms On Personal Data Protection

IT Quality Lab adheres to all relevant data protection regulations, ensuring client data is handled strictly and securely. We prioritize trust and compliance in every engagement.

Contact Information

Ready to transform your QA process? Contact us to discuss your needs or schedule a free 60-minute AI-QA consulting call:

- Email: marc@itqualab.com
- LinkedIn: [linkedin.com/in/marcandreuf](https://www.linkedin.com/in/marcandreuf)
- Website: itqualab.com

I look forward to the opportunity to work with you and help your business succeed.

Proposal Acceptance and Next Steps

If you agree with the terms outlined in this proposal, please sign below to indicate acceptance. Upon signing, we will schedule a kick-off meeting to:

- Review your QA requirements and goals.
- Define the project scope and timeline.
- Outline a tailored AI-QA roadmap.

Please sign below to indicate your acceptance of this proposal.

RECIPIENT: Company name: Company rep:	OWNER: ItQuaLab Marc Andreu Fernandez
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Name: Title:	Name: Marc Andreu Fernandez Title: Owner

We will amend this document after the first kick-off meeting to meet the client's needs.