

How Thinkable Met No Code Consultancy Webbit21's High Standard



No code consultancy Webbit21 is no stranger to the visual development space. It's their literal business. When the Netherlands-based consultancy was looking to add mobile app development to their offerings, they spent a lot of time researching different no code development options.

Sharat Sreekantan, Co-Owner, shared what was on Webbit21's wishlist, stating, "We were looking for push message notifications and trigger API calls. For us it was about trying to figure out which mobile app development platform is better, that actually fits the requirements and the specifications that we want to deliver for our customers."

But, features weren't all Webbit21 was looking for. Sreekantan shared, "It's not just about building fast but how easy it is to maintain the application. At the end of the day, if you're building it really fast and you can't maintain it or it's not scalable, then that goes to waste. This is something we want to avoid, and [we] keep a really high standard to select platforms. That's how we ended up with Thinkable."

Sreekantan surveyed the market and researched other no code tools but found everything Webbit21 needed with Thinkable. Sreekantan said, "In our very first meeting, most of the questions we asked were already features you can do inside Thinkable. At that point, we were quite impressed. We already — believe me — keep a really high bar when it comes to selecting no code platforms. We were quite surprised. Like, 'Oh, [Thinkable is] actually ticking all of the boxes that we want.'"

USING THINKABLE FOR CLIENTS

In the agency and consultancy world, clients will always have additional edits, new feature requests, or last-minute needs. What Sreekantan loves about using Thinkable is the flexibility it provides, stating, "If you [create an app] using coding, what ends up happening is the maintenance at the end of it. There is quite a lot of inflexibility or struggle that you have to go through if you want to even change a button. That part is easily handled by Thinkable."

Sreekantan shared Webbit21 utilizes Thinkable for their mobile projects. "If you want to build a business around it, if you want to rapidly iterate your ideas about a business solution, you can quickly build it inside Thinkable," he said.

MOVING FAST

There's a learning curve in the no code space, and Sreekantan shared many clients aren't prepared for what Webbit21 can do and how fast they can move with Thinkable. "The most interesting part about no code tools like Thinkable is that we take away the conversation on when can you deliver to what else is possible? Because the whole conversation for a new customer getting used to Thinkable is, 'Can you deliver this on time? Is it possible?', said Sreekantan. "After a few days or a week, the conversation is, 'Can we add these other features too? Because [Webbit21 is] developing it faster than we anticipated."

Sreekantan shared that, on average, Webbit21 can move five to 10 times faster with Thinkable. And, he's educating clients along the way, explaining, "What we are trying to introduce recently is training the customer on how to plan to work with no code-based solutions. Because, I would say about 99.9% of the time, we over deliver within the time period, and the customers are not able to keep up with our speed."



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