

LexiPoint vs Build It Yourself

Why the “we’ll just build it internally” path costs more, takes longer, and never finishes.

THE BOTTOM LINE

The biggest competitor isn’t another vendor — it’s the internal dev team that says “we can build that.” They can start. They won’t finish. LexiPoint replaces 12-18 months of custom dev with a production-ready policy intelligence layer live in weeks.

THE REAL COST OF CUSTOM

Custom Internal Build The familiar path Agencies hire contractors, build 12-18 months, then discover a brittle if/then system that can’t explain decisions, model changes, or adapt when regulations shift. Maintenance becomes permanent.	LexiPoint Policy intelligence, ready now Purpose-built regulatory decisioning with AI-native explainability, impact modeling, and audit trails — deployed via API between existing systems. No rip-and-replace. No permanent dev team.
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HEAD-TO-HEAD COMPARISON

	Custom Build	LexiPoint
Time to launch	12-18 months to MVP, ongoing iteration	Weeks. API integration with existing systems.
True cost (3yr)	\$2M-\$5M+ (FTEs, contractors, infra, opportunity)	Fraction of custom build, predictable licensing
Explainability	Requires custom dev (rarely built)	Built-in. Every decision traced to specific rules.
Impact modeling	Almost never built — too complex	Core feature. What-if scenarios out of the box.
Maintenance	Permanent dev team for rule updates	Rule updates via admin UI — no code deploys
Regulatory shifts	Months of re-engineering	Update ontology, re-evaluate in minutes

HOW TO POSITION IN CONVERSATION

- *“Your team can build a rules engine. The question is whether that’s the best use of 18 months and \$3M when you could be live in weeks with explainability, impact modeling, and audit built in.”*
- *“We’re not replacing your developers. We’re freeing them to work on what’s unique to your agency.”*
- *“Every agency that’s built this internally says the same thing: v1 worked. Then regulations changed, and maintaining it became the job.”*

Custom builds start fast and stall. LexiPoint ships fast and scales.