**${business\_name}**

**Clarity**: we are planning to code the site ourselves as we have no plan to pitch investors for now, we plan to run a Beta Version which is mostly important for getting real life users from the Version and also having life proof of the business growth to have a strong better base when pitching our investors after the six (6) months beta version ends, making us have good data and lots of real life data.

**Outline**

* Market Analysis: Who you’re serving and why they need MyTypist
* Marketing Strategy: How you’ll reach 100 businesses.
* Operational Plan: How you’ll deliver the service as students.
* Financial Projections: Costs, revenue, and profit forecasts.
* Risk Analysis: Potential hurdles and solutions (optional but highly recommended).

**Executive Summary**

**Purpose:** MyTypist is a document automation platform designed to simplify the creation of professional documents such Localized templates (e.g. law, education, letters, affidavits, editing tools, formal templates and real estate, tenancy agreements), affordable pricing, and bulk processing for Nigerian businesses.

**Business Concept:** MyTypist is an online B2B platform offering document automation for Nigerian businesses, law firms focusing on high-document sectors like law, education, and real estate, MyTypist is an innovative online platform designed to streamline document creation for Nigerian businesses through localized automation. Targeting sectors like law firms, accounting firms, real estate agencies, educational institutions, document processing centers, government offices, and NGOs, we address the lack of affordable, context-specific solutions in Nigeria. Our unique value lies in industry-tailored templates (e.g., legal contracts, academic reports), bulk processing capabilities, and pricing plans starting at ₦20,000/month—far below competitors like DocuSign ($10-40/user/month) and PandaDoc ($/19-49/user/month). Launched by two Year 3 engineering students, MyTypist combines technical know-how with a lean approach to achieve 100 paying customers within 6 months. With a very low total start-up cost as we dont want investors yet and want to see how good we can push even without funding meaning we will be developing the website ourselves and running low on some cost only having to pay for things like hosting, initial legal document and launching then as the site generate reoccurring monthly income which 100% is pumped back into development of the main site as we also gather feedback from users, we project about ₦2.64M in first-payment revenue and a net profit of ₦2.098M in the first half-year, scaling to a steady ₦2.4M/month thereafter through strategic marketing and retention efforts.

**Target Market:** for now (Beta) We target law firms (contracts), accounting firms (invoices), real estate agencies (leases), educational institutions (certificates), document processing centers (typing services), government offices (permits), and NGOs (proposals)—all of which need efficient document solutions.

**Unique Value Proposition (UVP):** Unlike global platforms like DocuSign, MyTypist Beta offers Nigerian-specific templates (e.g., tenancy agreements, admission Letters, guarantor letter, affidavits and many more) at affordable rates of just one plan (₦20,000/month), with bulk processing and a 14-day free trial.

**Financial Goals:** We aim to secure 100 paying customers in 6 months, generating ₦2.64M in first-payment revenue and scaling to ₦2.4M/month by Month 6

**Team:** Founded by Year 3 engineering students at [University Of Benin], leveraging technical expertise in automation and university networks for customer acquisition

**Market Analysis (Target Market Segments):**

* Law Firms: Need contracts, affidavits, and client agreements. Pain point: Slow manual drafting.
* Accounting Firms: Generate invoices, financial statements, and tax documents. Pain point: Error-prone typing.
* Real Estate Agencies: Produce leases, sales agreements, and property forms. Pain point: Repetitive edits.
* Educational Institutions: Create certificates, transcripts, and reports. Pain point: Bulk processing delays.
* Document Processing Centers: Offer typing and printing services. Pain point: High labor costs.
* Government Offices: Handle permits, licenses, and public records. Pain point: Bureaucratic inefficiencies.
* NGOs: Draft proposals, reports, and donor documents. Pain point: Tight deadlines.

**Market Size:** To determine a well-prepared market size for MyTypist, a document automation platform targeting high-document sectors in Nigeria, we need to consider several key factors:

1. **Total MSMEs in Nigeria**: Approximately 41.5 million MSMEs exist in Nigeria, according to recent data.
2. **Target Sectors**: Focus on sectors like law, education, and real estate research, which are document-intensive.
3. **Assumed Market Share**: Assume 1% of MSMEs are in these target sectors, which equates to about 410,000 businesses.
4. **Reachable Market**: Estimate that 0.1% of these businesses are reachable within six months, totaling approximately 410 businesses.

**Market Size Calculation**

* Total MSMEs in Nigeria: 41,500,000
* MSMEs in Target Sectors (1%): 410,000
* Reachable Businesses (0.1%): 410

**Market Potential**

Given the assumption that only 0.1% of the target market is reachable within six months, the immediate market potential for MyTypist is approximately 410 businesses. However, this is a conservative estimate and does not reflect the full potential of the market.

**Growth Potential:** Short-term (6 months): Acquire 100 customers, which is about 24% of the reachable market.

**Market Drivers**

1. Digital Transformation: Increasing adoption of digital solutions among Nigerian businesses.
2. Efficiency Needs: High-document sectors seeking to streamline operations and reduce costs.
3. Regulatory Environment: Growing recognition of electronic documents and digital signatures.

**Market Barriers**

1. Infrastructure Challenges: Inconsistent power supply and internet connectivity.
2. Digital Literacy: Varying levels of familiarity with digital tools among potential clients.
3. Competition: Presence of existing document automation solutions.

**CONCLUSION:**

MyTypist's initial market size is conservatively estimated at 410 reachable businesses within six months. However, the platform's growth potential is substantial, with opportunities to expand across Nigeria's vast MSME landscape. Addressing infrastructure and digital literacy challenges while differentiating from competitors will be crucial for long-term success.

**Competitor Analysis:**

* **DocuSign:** Global leader, $10-40/user/month, no Nigerian templates, complex for SMEs.
* **PandaDoc:** $19-49/user/month, focuses on proposals, pricey for bulk needs.
* **Local Typists:** ₦500-₦2,000/document, manual, slow, error-prone.

**Validation:** Create a [Google Form](https://forms.google.com) survey: “How much time do you spend on documents weekly? Would you try a ₦20,000/month automation tool?” Share with 10-20 local businesses via WhatsApp or email.

**Example response**: “Law firm spends 10 hours/week on contracts, willing to trial MyTypist.”

**Full Example:**

Nigeria’s SME sector, with over 41 million businesses (NBS, 2022), is ripe for document automation. MyTypist targets high-document sectors: law firms needing contracts, accounting firms producing invoices, real estate agencies drafting leases, educational institutions issuing certificates, document processing centers offering typing services, government offices managing permits, and NGOs creating proposals. These businesses face inefficiencies like manual drafting (costing 5-15 hours/week) and error rates up to 10%. Competitors like DocuSign ($10-40/user/month) and PandaDoc ($19-49/user/month) offer robust tools but lack Nigerian-specific templates and are priced beyond most SMEs’ budgets. Local typists charge ₦500-₦2,000/document but lack scalability. MyTypist fills this gap with affordable plans (₦20,000/month), localized templates, and bulk processing. A survey of 15 Lagos businesses confirmed 80% spend over 8 hours/week on documents and are open to a cost-effective solution.

**Marketing Strategy**

**Purpose:** Detail how you’ll attract and convert 100 paying businesses in 6 months.

**Direct Outreach:** we are launching the Beta version only in Benin City, Edo State Our state because we live here so it will be easier for use to visit and run personal outreaches and visits around the city, this to actual limit the eyes seeing the website and test in on a small area of people first this is to also avoid stealing of our Beta Version Website idea.

**Referral Program:** Incentiize word-of-mouth and attractive referral programs where users gain as. .

**Detailed Breakdown:**

***Direct Outreach:***

**Goal:** Contact businesses/day (200/month) to hit (40% paid users conversion) by Month 6.

**Tools:** Track leads in *[Google Sheets]* or *[Trello]*

**Social Media:** Create a company accounts on LinkedIn, Facebook, Instagram and Twitter. *Example: “Tired of slow document drafting? MyTypist automates it for 20,000/month—try it free!”*

**Referral Program:** Offer a specific amount of next month’s subscription per referred business that signs up for a trial, The ultimate goal here is to increase the Conversion Rate. *“Refer a Business to MyTypist and save up to N1,000—help us grow!”*

**Full Example:**

“To reach 100 paying customers in 6 months, MyTypist will use a multi-channel marketing strategy. Direct outreach involves contacting 21 businesses daily (420/month) via cold calls, emails, and visits, using a script: ***‘Hi, I’m from MyTypist—our platform automates documents for businesses like yours. Want a free 14-day trial?’.*** A referral program offers ₦5,000 off per referred business, leveraging Nigeria’s tight-knit business networks. Starting with university contacts (e.g., campus cafes and offices, alumni firms), we’ll refine our pitch and scale outward.

**Actionable Tip:** Test your script on 5 businesses first, then adjust based on feedback.

**OPERATIONAL PLAN**

**Service Delivery:**

**Sign-Up:** Customers visit your dynamic site (the Bata Version has just one plan ₦20,000 pick the plan and have a free trial which doesn’t require their credit card) and then create an account.

**Access:** They log in, select templates (e.g., “Letter, affidavit, Tenancy Agreement, custom business template and some editing tools”), customise them, and process in bulk.

Delivery: Files downloadable from dashboard but clear any document at the bottom that’s older than 30days

**Team Roles:**

* Student 1: Platform development (e.g., Team Lead for development, planning, coding templates, fixing bugs)
* Student 2: Sales, onboarding, and support
* Outsourcing: Hire a freelancer

**Workflow:**

* **Step 1:** Customer signs up and starts a free trial start creating unlimited documents.
* **Step 2:** We review and lookup user behaviour, feedback, opinion & experience during the six (6) months.
* **Step 3:** Deliver via email or dashboard link, banner regularly.

**Retention:**

* Add new templates recently (e.g., “School official Template, NGO Grant Proposal”).
* Offer support via WhatsApp (free) or email.
* Create a WhatsApp group for users to share feedback and tips.

MyTypist’s operations are lean and student-friendly. Customers sign up on our site, choose a plan (₦20,000), and access templates like ‘Legal Contract’ or ‘Invoice.’ Orders are processed in bulk and can share anywhere via share or download, using Google Workspace for storage. Student 1 builds and maintains the platform , while Student 2 handles sales and support, then two developers with attractive deal to retain them. Our workflow—tracked—moves orders from ‘New User’ to ‘Paid USer’ daily. Sales reps (we and peers) earn ₦1,000/trial and ₦2,000/customer. Retention comes from monthly template updates, WhatsApp support, and a user community group, ensuring customers stay beyond the trial.

**Financial Projections**

**Detailed Breakdown:**

**Start-Up Costs (personal):**

* Website and host: ₦70,000 (Dynamic)
* Legal (CAC Registration): ₦15,000
* Marketing: ₦482,000 (marketers, initial ads, flyers)
* Miscellaneous: ₦33,000

Total: ₦600,000.

**Revenue Model:**

* 1 Month: ₦15,000 first month, ₦20,000 thereafter.
* 2 Months: ₦35,000.
* 3 Months: ₦45,000.

Distribution: 70% (1-month), 20% (2-month), 10% (3-month).

Average First Payment: (0.7 × ₦15,000) + (0.2 × ₦35,000) + (0.1 × ₦45,000) = ₦26,400/customer.

- 6-Month Projections:

- Month 1: 42 trials, cost ₦42,000 (sales), revenue ₦0.

- Month 2: 84 trials, cost ₦84,000, revenue ₦0.

- Month 3: 126 trials, 33 customers, cost ₦192,000 (sales + ₦30,000 ads), revenue ₦725,000.

- Month 4: 168 trials, 67 customers, cost ₦302,000, revenue ₦1.475M.

- Month 5: 210 trials, 84 customers, cost ₦378,000, revenue ₦1.84M.

- Month 6: 252 trials, 100 customers, cost ₦452,000, revenue ₦2.2M.

- Totals: Cost ₦542,000, First-Payment Revenue ₦2.64M, Net Profit ₦2.098M.

- Month 7 Onward: ₦2.4M/month (100 customers, post-discount).

- #

Spreadsheet Example:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Month | Trials | Customers | Cost (₦) | Revenue (₦) | Profit (₦) |
| 1 | 42 | 0 | 42,000 | 0 | -42,000 |
| 2 | 84 | 0 | 84,000 | 0 | -84,000 |
| 3 | 126 | 33 | 192,000 | 725,000 | 533,000 |
| 4 | 168 | 67 | 302,000 | 1,475,000 | 1,173,000 |
| 5 | 210 | 84 | 378,000 | 1,840,000 | 1,462,000 |
| 6 | 252 | 100 | 452,000 | 2,200,000 | 1,748,000 |
| Total | 252 | 100 | 542,000 | 2,640,000 | 2,098,000 |

Risk Analysis

- Purpose: Anticipate challenges and show preparedness.

- What to Include:

- Challenge: Issue and impact.

- Mitigation: Solution and tools.

- Detailed Breakdown:

- Challenge 1: Power outages or internet issues.

- Impact: Delays in processing or customer support.

- Mitigation: Use offline-capable tools (e.g., Google Docs offline mode) and a mobile hotspot (₦5,000/month).

- Challenge 2: Currency fluctuations.

- Impact: Pricing instability for customers.

- Mitigation: Peg prices to USD (e.g., $10-$30) with Naira equivalents updated monthly, or offer flexible discounts.

- Challenge 3: Balancing studies and business.

- Impact: Burnout or missed deadlines.

- Mitigation: Schedule 10-15 hours/week using [Google Calendar](https://calendar.google.com) (e.g., 2 hours/day, 5 days/week).

- Challenge 4: Low trial conversion.

- Impact: Missing 100-customer goal.

- Mitigation: Offer live demos during trials and follow up via WhatsApp.

- Full Example:

- “MyTypist faces risks common in Nigeria and as a student-led venture. Power outages could disrupt service; we’ll counter this with offline tools like Google Docs and a ₦5,000/month hotspot. Currency fluctuations may affect pricing; we’ll peg plans to USD ($10-$30) or adjust Naira rates monthly. Balancing studies risks burnout; we’ll limit work to 10-15 hours/week, scheduled via Google Calendar. Low trial conversion could stall growth; we’ll offer live demos and WhatsApp follow-ups to boost sign-ups.”

- Actionable Tip: Brainstorm 5 risks, then pick the top 3-4 to detail.

#### 4. Keep It Simple and Relevant

- Language: Use clear terms (e.g., “We save time” vs. “We enhance productivity”). Avoid jargon like “synergy” or “paradigm shift.”

- Nigerian Context: Mention local challenges (e.g., power, currency) and solutions (e.g., offline tools, Naira pricing).

- Focus: Tie every section to your 6-month, 100-customer goal.

- Length: Aim for 10-15 pages(per week)—detailed but concise.

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This elaborate guide transforms the business plan drafting process into a detailed, actionable roadmap for MyTypist. It’s packed with specific tools (e.g., Google Sheets, Canva), examples (e.g., scripts, templates), and steps tailored to your Nigerian context and student life. You’ll end up with a professional plan to launch, scale, and hit your 100-customer goal in 6 months. Let me know if you need even more depth on any section!

CONTRACT DRAFT

## Employment Contract Agreement

This Employment Contract ("Contract") is entered into between [Startup Name], a company registered in Nigeria ("Company"), and [Developer Name] ("Employee"), effective as of [Start Date].

### 1. Position and Duties

The Employee shall be employed as a Software Developer and will perform duties related to developing and maintaining the Company’s software platform to support its revenue and growth objectives.

### 2. Term

This Contract covers an initial term of 7 months (Month 1 to Month 7), starting on [Start Date] and ending on [End Date for Month 7]. From Month 8 onwards, the compensation structure will transition to a fixed salary with monthly increases, as outlined below.

### 3. Compensation

The Employee’s compensation is tied to the Company’s financial performance for Months 1-7, transitioning to a fixed salary with a 5% monthly increase from Month 8 onwards. The financial projections for Month 7 are:

- Revenue: ₦2,200,000

- Costs (excluding developer compensation): ₦452,000

#### Compensation Structure for Months 1-7

- Months 1-2 (No Payment):

- No compensation will be provided due to the Company’s lack of revenue during this startup phase.

- Month 3 (Base Salary):

- The Employee shall receive a base salary of ₦100,000, payable on the last working day of the month.

- Months 4-7 (Base Salary + Revenue Share):

- The Employee shall receive a base salary of ₦100,000 per month, plus 8.15% of the Company’s gross monthly revenue for each respective month.

- This ensures compensation exceeds ₦250,000 in Month 7.

#### Compensation Breakdown for Months 4-7 (Per Developer)

Assuming earlier revenue figures remain consistent with typical startup growth:

- Month 4: ₦100,000 + (8.15% × ₦725,000) ≈ ₦100,000 + ₦59,087 = ₦159,087

- Month 5: ₦100,000 + (8.15% × ₦1,475,000) ≈ ₦100,000 + ₦120,212 = ₦220,212

- Month 6: ₦100,000 + (8.15% × ₦1,840,000) ≈ ₦100,000 + ₦149,960 = ₦249,960

- Month 7: ₦100,000 + (8.15% × ₦2,200,000) = ₦100,000 + ₦179,300 = ₦279,300

In Month 7, the total compensation of ₦279,300 per developer surpasses the ₦250,000 target.

#### Compensation Structure from Month 8 Onwards

- Starting in Month 8, the Employee will receive a fixed monthly salary of ₦300,000, with a 5% increase applied at the beginning of each subsequent month.

- The revenue share component ends after Month 7.

#### Compensation Example from Month 8

- Month 8: ₦300,000

- Month 9: ₦300,000 × 1.05 = ₦315,000

- Month 10: ₦315,000 × 1.05 = ₦330,750

- And so on, with a 5% increase each month.

### 4. Payment Terms

- Base Salary (Months 3-7): Paid on the last working day of each month.

- Revenue Share (Months 4-7): Calculated from gross monthly revenue and paid within 15 days after the end of each month.

- Fixed Salary (Month 8 onwards): Paid on the last working day of each month, with the 5% increase applied at the start of each subsequent month.

### 5. Financial Feasibility

The Company ensures the compensation structure is sustainable:

- Month 7 Example:

- Revenue: ₦2,200,000

- Costs (excluding developers): ₦452,000

- Compensation for two developers: 2 × ₦279,300 = ₦558,600

- Total costs: ₦452,000 + ₦558,600 = ₦1,010,600

- Profit: ₦2,200,000 - ₦1,010,600 = ₦1,189,400

- From Month 8, the fixed salary of ₦300,000 per developer (total ₦600,000 for two) with 5% increases is assumed to be supported by continued revenue growth.

### 6. Confidentiality

The Employee agrees to keep all proprietary information confidential, including code, customer data, and business plans.

### 7. Intellectual Property

All work produced by the Employee during employment, including software and intellectual property, belongs to the Company.

### 8. Termination

Either party may terminate this Contract with 30 days’ written notice, or the Company may terminate immediately for cause (e.g., breach of confidentiality).

### 9. Governing Law

This Contract is governed by the laws of Nigeria.

### 10. Renegotiation Clause

If the Company’s financial situation changes significantly, either party may request renegotiation of compensation terms, subject to mutual agreement.

### 11. Entire Agreement

This Contract represents the full agreement between the parties, superseding any prior arrangements.

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IN WITNESS WHEREOF, the parties have executed this Contract as of the date first above written.

[Signature of Company Representative]

[Name and Title]

[Signature of Employee]

[Developer Name]

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### Key Updates

- Month 7: Each developer earns ₦279,300 (₦100,000 base + ₦179,300 from 8.15% of ₦2,200,000 revenue), exceeding ₦250,000.

- Month 8 Onwards: Compensation starts afresh at ₦300,000 per developer, increasing by 5% monthly (e.g., ₦315,000 in Month 9, ₦330,750 in Month 10).

- The structure ensures fairness and sustainability, aligning with the Company’s growth trajectory.

ACTUAL CONTRACT

Employment Contract Agreement

This Employment Contract ("Contract") is entered into between [Startup Name], a company registered in Nigeria ("Company"), and [Developer Name] ("Employee"), effective as of [Start Date] (the "Effective Date").

### 1. Position and Duties

The Employee shall be employed as a Software Developer and will be responsible for:

- Developing, maintaining, and enhancing the Company’s software platform to meet the needs of its target audience, including law firms, accounting firms, real estate agencies, educational institutions, document processing centers, government offices, and NGOs.

- Collaborating with the team to implement industry-specific templates, bulk processing features, and other functionalities that support the Company’s value proposition of time savings and error reduction.

- Contributing to the achievement of product development milestones, including support for a 14-day free trial, subscription-based revenue model, and continuous updates.

### 2. Term

This Contract covers an initial term of 7 months (Month 1 to Month 7), starting on the Effective Date and ending on [End Date for Month 7]. From Month 8 onwards, the compensation structure will transition to a fixed salary with a 5% monthly increase, as outlined in Section 3.

### 3. Compensation

The Employee’s compensation is structured to align with the Company’s financial performance and growth stages, based on the following financial predictions for Months 1-7:

#### Financial Predictions for Months 1-7

- Month 1: Revenue ₦0, Costs ₦0

- Month 2: Revenue ₦0, Costs ₦0

- Month 3: Revenue ₦0, Costs ₦0

- Month 4: Revenue ₦725,000, Costs ₦192,000

- Month 5: Revenue ₦1,475,000, Costs ₦302,000

- Month 6: Revenue ₦1,840,000, Costs ₦378,000

- Month 7: Revenue ₦2,200,000, Costs ₦452,000

\*Note: Costs exclude developer compensation.\*

#### 3.1. Compensation for Months 1-7

- Months 1-2 (No Payment):

Due to the Company’s lack of revenue during the initial startup phase, no compensation will be provided for Months 1 and 2. This period is considered an onboarding and trial phase.

- Month 3 (Base Salary):

The Employee shall receive a base salary of ₦100,000, payable on the last working day of the month, despite no revenue being generated. This payment may be funded through founders’ contributions or other sources.

- Months 4-7 (Base Salary + Revenue Share):

The Employee shall receive a base salary of ₦100,000 per month, plus 8.15% of the Company’s gross monthly revenue for each respective month.

- Definition of Revenue: "Gross monthly revenue" refers to the total income generated by the Company from all sources before any deductions, as recorded in the Company’s financial statements.

- Calculation Example for Month 7:

- Projected revenue: ₦2,200,000

- Revenue share: 8.15% of ₦2,200,000 = ₦179,300

- Total compensation: ₦100,000 (base) + ₦179,300 = ₦279,300

#### 3.2. Compensation from Month 8 Onwards

- Starting in Month 8, the Employee will receive a fixed monthly salary of ₦300,000, with a 5% increase applied at the beginning of each subsequent month. The revenue share component ends after Month 7.

- Calculation Example:

- Month 8: ₦300,000

- Month 9: ₦300,000 × 1.05 = ₦315,000

- Month 10: ₦315,000 × 1.05 = ₦330,750

- And so on, with a 5% increase each month.

### 4. Payment Terms

- Base Salary (Months 3-7): Paid on the last working day of each month.

- Revenue Share (Months 4-7): Calculated based on the Company’s gross monthly revenue and paid within 15 days after the end of each month, as per the Company’s financial reports.

- Fixed Salary (Month 8 onwards): Paid on the last working day of each month, with the 5% increase applied at the start of each subsequent month.

### 5. Job Security

The Company is committed to providing job security to the Employee, subject to the following terms:

- Performance-Based Security: The Employee’s continued employment is contingent upon satisfactory performance of duties, as determined by periodic reviews conducted by the Company.

- Financial Contingency: If the Company’s actual revenue falls below 50% of the predicted revenue for two consecutive months, the Company reserves the right to renegotiate the compensation terms or, in extreme cases, terminate the Contract with 30 days’ written notice.

- Severance: In the event of termination due to financial constraints, the Employee shall be entitled to a severance payment equal to one month’s base salary (₦100,000 for Months 3-7 or the then-current fixed salary from Month 8 onwards).

### 6. Confidentiality

The Employee agrees to maintain the confidentiality of all proprietary information, including but not limited to software code, customer data, business strategies, and financial information. This obligation remains in effect during and after the term of employment.

### 7. Intellectual Property

All software, templates, documentation, and other intellectual property developed by the Employee during the course of employment shall be the sole property of the Company.

### 8. Termination

- Either party may terminate this Contract with 30 days’ written notice.

- The Company may terminate the Contract immediately for cause, including but not limited to:

- Breach of confidentiality or intellectual property obligations.

- Failure to perform assigned duties.

- Actions detrimental to the Company’s business or reputation.

### 9. Governing Law

This Contract shall be governed by and construed in accordance with the laws of Nigeria.

### 10. Renegotiation Clause

If the Company’s financial situation changes significantly (e.g., revenue falls below predictions or costs exceed expectations), either party may request a renegotiation of the compensation terms. Any changes must be mutually agreed upon in writing.

### 11. Entire Agreement

This Contract constitutes the entire agreement between the parties and supersedes all prior agreements, understandings, or representations, whether oral or written.

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IN WITNESS WHEREOF, the parties have executed this Contract as of the Effective Date.

${company\_rep} ${developer Name}

Date: ${date} Date: ${date\_dev}