

API3 DAO Team Proposal

Team: Platform / dapp focused BD team
Operations cycle: #3
Period: 1st May 2021 - 31st July 2021
Amount: 22,000 USDC
Destination: 0xbf399b10c6ceb2cb0706db7d72f1185ef8773a89

Scope

The platform/dapps BD team has the main responsibilities below. The secondary items are examples and do not cover the entire scope. The size of this team is expected to increase as the dAPIs approach production. The overarching aim is to improve the options for developers looking to use API3 data by deploying on as many platforms as possible, and reach out to the projects being developed on these to find consumers for our dAPIs.

- Coordinate with the marketing subteam to raise the profile of API3 among projects in the ecosystem
 - DAO2DAO efforts
 - General networking
- R&D
 - Tech side feasibility of integrations
 - Business side feasibility assessment
- Outreach (dapps)
 - Communicate with projects identified through r&d
 - Identify areas for collaboration
 - Propose a deliverable and mutually beneficial solution
- Outreach (platforms)
 - Communicate with suitable platforms identified through r&d
 - Establish integration potential and discuss marketing to developers
- Communicate with development team and integration team for integrations
 - Smart contract platforms
 - dApps

- Communicate with Marketing subteam to raise awareness among the general community
 - Co-author blogposts
 - Ensure technical content of posts correct
 - Schedule announcements, verify content and timing with partners
 - Discuss and align publicity requirements with prospective partners and marketing

Budget

For cycle 2, the only expenses incurred were salary, broken down as follows:

Team member	Salary/month (USDC)	Number of months	Total
Dave	7,500	3	22,500
Jacob	2,000	2	4,000
Total:			26,500

This leaves the BD platform/dapp team with 16,500 USDC to carry over to the next cycle. This will be subtracted from the amount requested. This can be verified by checking the destination wallet 0xbfb399b10c6ceb2cb0706db7d72f1185ef8773a89

Breakdown of requested amount:

	Amount (USDC)
Salaries	22,500
Expenses	16,000
Balance carried over (-)	16,500
Total requested	22,000

Team and Salaries

The team is composed of a lead business developer, and a part time integration engineer currently. Extra members will be onboarded over time, with recruitment for extra business

developers expected during the course of this cycle, and extra integration engineers depending on integration demand.

Core BD platform/dapp team	Role	FT/PT	Monthly Salary (USDC)
Dave*	BD Lead	FT	7,500.00
Jacob	Integration Engineer	PT	2,000.00**

* The destination wallet will be managed by Dave.

** Jacob's salary will form part of the BD API vertical initially, so will not be part of this proposal

Expenses

The team will be recruiting new members. These will result in the following expenses:

- New members will need to be paid for the rest of the cycle. The compensation guidelines [here](#) give a range between \$3200/month to 5000/month from intermediate up to a senior level, full time, business developer to work on outreach. This will be the initial priority. The expenses reflect 3 person months of senior business developer salary, and any remaining funds will be rolled over at the end of the cycle. It is not expected that a hire will be made straight away, and more likely that there will be multiple hires towards the end of the cycle, to reflect the anticipated increase in interest as Airnode-enabled APIs near production.
- Additional expenses such as [job postings](#)

In addition to the recruitment expenses, the team will potentially need access to tools to help streamline the BD pipeline. Some specific examples (not an exhaustive list) are:

- Hubspot
- Docsend
- LinkedIn Premium

When jobs are posted, and tools or features are chosen, receipts will be kept for production at the end of the cycle. Any remaining expenses will be rolled over to the next cycle.

The final category of expenses is for on-chain transactions, such as creating proposals in other DAOs. Transaction IDs will be retained for these and produced at the end of the cycle.

Deliverables

The team aims to create partnerships with platforms and dapps that will be of mutual benefit. Details of these will be published through the API3 Twitter, Medium and other agreed upon channels.

Deliverables from cycle 2:

Partnerships:

Bird.Money
Harmony
Tomochain
Pocket Network
OptionRoom
Royale.Finance
MobiFi
Bridge Mutual
DaFi
Big Data Protocol
PolkaLokr
Cellframe
Injective Protocol
0Chain
Conflux
Wootrade
Plasm
Knit Finance
Litentry

Details of these partnerships can be verified by checking the API3 Twitter account

Integrations

Airnode integration has been completed for Harmony, Moonbeam and Plasm during cycle 2. Airnode has also been integrated into two more smart contract platforms that are yet to be made public during cycle 2, we will announce these during cycle 3.

Hiring

Jacob was hired on a part time basis as an integration engineer