DRAFT

SOFTWARE DEVELOPMENT AGREEMENT - SCOPE OF WORK

PHASED DEVELOPMENT APPROACH

Phase 1: Prototype Development (No-Code/Low-Code)

Duration: 10 hours **Rate:** $180 USD/hour **Total:** $1,800 USD

Deliverables: - Initial application prototype using Airtable and third-party online tools - Basic functionality covering approximately 70% of business requirements - Architecture documentation and technical feasibility assessment

Rationale: Given the inherent volatility in early-stage software development where structural design decisions may significantly impact the entire system, the initial phase will utilize rapid prototyping tools to validate requirements and minimize risk.

Phase 2: Integration Development

Estimated Cost Range: $5,000 - $15,000 USD **Trigger:** Upon prototype validation and client approval to proceed with production integrations **Estimated Duration:** 25 business days **Scope:** - Custom ClickSign integration development - WhatsApp integration via N8n or make platform - Celcoin payment integration

Implementation Strategy: Contractor will develop custom integrations for ClickSign while leveraging business-friendly automation tools (N8n) for WhatsApp connectivity to optimize cost and maintainability.

Phase 3: Production Application (If Required)

Estimated Cost Range: $5,000 - $15,000 USD **Trigger:** When scope volatility stabilizes, product requirements are clearly defined, and scalability needs arise.

Options: 1. Enhanced Airtable implementation with paid enterprise features 2. Custom React-based frontend with dedicated backend infrastructure

Additional Considerations: - Backend/frontend architecture incurs higher costs for development, debugging, deployment, and ongoing team maintenance - Client learning curve investment will directly impact long-term operational costs - Contractor will provide close project supervision with option to scale to full-time engagement based on business growth

Phase 3 Team Requirements & Monthly Costs: - 1-2 senior developers (on-site or dedicated remote): $2,500 - $5,000/month - Customer support specialist: $800 - $1,500/month - DevOps engineer (part-time or fractional):

$1,500 - $2,500/month - Technical supervision (8 hours/month at $180/hour): $1,440/month - Infrastructure and tools: $300 - $800/month

Estimated Monthly Operating Cost: $6,540 - $11,240 USD