

**Namal University, Mianwali**  
Department of Computer Science

**CSC-225 – Software Engineering**  
Complex Computing Problem – Milestone 1

**Upwork Proposal Assistant**

*Real-World Client Communication & Proposal Automation System*

**Team Members**

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**Submission Date:** 9 November 2025

**Instructor:** Asiya Batool

**Department of Computer Science**  
**Namal University, Mianwali**

# Software development agreement

This Agreement is made on this day of **5 November 2025** between the Student Team of **Namal University, Mianwali**, enrolled in the **BS Computer Science** program, and the Requirement Provider (RP), **Faisal Shahzad** a Software Engineer at TechFoot with expertise in ERP and fintech systems using Node.js, Angular, and MariaDB. He now works as a freelancer, providing reliable software solutions, confirm collaboration for the semester software engineering project titled "**Upwork Proposal Assistant.**"

The purpose of this Agreement is to establish a professional understanding between the Student Team and the RP for the successful design and development of the assigned software project.

## Mutual Obligations:

- The RP will provide project requirements, domain guidance, and timely feedback.
- The student team will maintain professionalism and effective communication.
- Both parties will meet as needed for discussions and feedback sessions.
- All shared information will remain confidential and will only be used for academic purposes.
- The student team will work diligently to meet the project goals and deadlines.

This Agreement remains valid for the duration of the current academic semester. Both parties acknowledge that they have read and understood the terms of this Agreement and agree to collaborate responsibly for the success of the project.

## Student Team:

1. Tayyab Shahzad
2. Najeeba
3. Kashif Ali

## Requirement Provider (RP):

Faisal Shahzad



Student Leader



Requirement Provider (RP)

This document serves as an official record of mutual understanding between the student project team and the Requirement Provider.

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# 1 Introduction

In today's freelancing world, many online platforms such as Upwork have created new ways for freelancers to connect with professional clients. Success on such platforms depends on proposal writing, which is the first impression of freelancer on the client. Many freelancers find it difficult to write professional and attractive proposals, which is time-consuming and requires skill and experience.

The Upwork Proposal Assistant is a software that solves these problems. It automates the process of writing proposals using smart templates based on user history or client requirements and helps freelancers improve their chances of selection. It also acts as a learning tool for freelancers to improve their writing skills over time.

## 2 Problem Statement

Freelancers often struggle to write professional proposals quickly, reducing their chances of selection. Writing proposals manually is time-consuming and requires skill and experience. Additionally, proposals must address client-specific needs effectively; generic proposals often fail to capture attention.

The Upwork Proposal Assistant provides an automated, efficient solution, generating professional and personalized proposals quickly while helping users improve their proposal-writing skills.

### 3 Objectives

- Automate proposal generation based on client requirements.
- Provide quick editing and customization of generated proposals.
- Improve proposal quality and success rate for freelancers.

## 4 Stakeholders

- **Freelancer (End User):** Uses the system to create and submit proposals.
- **Administrator:** Manages system functionality, ensures ethical use, and handles bug fixes.
- **Developer:** Ensures smooth functionality, adds/updates features, and resolves technical issues. (Explicitly included as a stakeholder)
- **Project Supervisors:** Bridge between developers and administrative team, ensures quality delivery.
- **Investors/External Platform:** May integrate software to enhance user experience.

## 5 Software Development Methodology

The **Agile Scrum methodology** will be adopted for this project, supporting incremental progress and continuous iterations. Work will be divided into short sprints, with daily stand-ups, sprint reviews, and backlog refinement. This ensures flexibility, collaboration with stakeholders, and continuous improvement.

### **Tentative Development Schedule (One Year)**

- **Months 1-2: Requirements Gathering & Planning**
- **Months 3-5: Sprint 1-3 (Core Features Development)**
- **Months 6-8: Sprint 4-6 (Advanced Features)**
- **Months 9-10: Sprint 7-8 (Testing & Refinement)**
- **Months 11-12: Deployment & Maintenance**

Throughout the development process, bi-weekly sprint reviews will be conducted with the Requirement Provider to ensure alignment with project goals and user expectations.

## 6 References

<https://mentorsol.com/best-software-development-tools/>

<https://www.upwork.com/resources/how-to-create-a-proposal-that-wins>

<https://pmc.ncbi.nlm.nih.gov/articles/PMC8021201/>

<https://www.mdpi.com/2076-3417/12/21/10698>

### AI Prompts Usage

- GPT Prompt: "Generate an automated Upwork proposal for a web development project."
- GPT Prompt: "Summarize client requirements for a freelance proposal."
- GPT Prompt: "Suggest improvements to an existing freelance proposal."
- GPT Prompt: "Provide tips for writing high-quality Upwork proposals."
- GPT Prompt: "Generate multiple versions of a proposal for testing user response."