ProQuotes

AI quote-to-payment SaaS

FROM WORDS. TO PAYMENT.

$2.88M in Processed Payments







Emilian Manolache

Co-Founder, CTO, Software Architect

Product ownership / End-to-end engineering / Go-to-market

2026-present

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PRODUCT OWNERSHIP

HIRED TO BUILD
INVITED TO CO-FOUND

I shaped an early concept into a live SaaS. The client then invited me into equity partnership.

Shape the product

Clarify the business requirements. Define the MVP and product direction.

Build and launch

Own the architecture and full-stack implementation. Launch on AWS.

Become a partner

Expand into co-founder and CTO ownership, including go-to-market.

Sole architect and developer

From requirements and implementation to deployment and continued ownership.

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FIRST THREE MONTHS

A LIVE SAAS WITH COMMERCIAL TRACTION

$2.88M

client payments processed

$2,876,418 in the first three months

$4,704

SaaS monthly recurring revenue

147

active businesses

386

registered users

96

paying businesses

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PROJECT INPUT

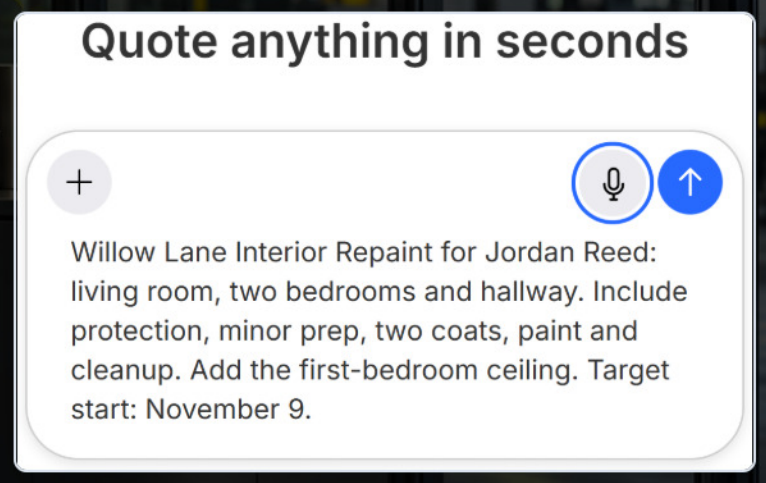
THE PROJECT BRIEF STARTS THE PROPOSAL

Text, voice and project media give the quoting workflow its starting context.

DESKTOP COMPOSER



MOBILE COMPOSER



A responsive entry point for business owners away from their desk.

AI CLARIFIES THE DETAILS

Follow-up questions turn an open-ended brief into the details needed for scope and pricing.

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MEDIA AND AI ENGINEERING

PROJECT MEDIA BECOMES QUOTING CONTEXT

Distinct voice and video paths prepare information for the structured proposal workflow.

VOICE DICTATION

Browser recording

A spoken project brief

→

Speech transcription

Audio becomes editable text

→

Composer

Review and refine the brief

VIDEO ANALYSIS

S3 upload

Project video for asynchronous processing

→

FFmpeg + OpenAI

Narration transcription and sampled-frame analysis

→

Stored findings

Project context for subsequent quote generation

Quote generation waits for pending video analysis.

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STRUCTURED AI OUTPUT

STRUCTURED CONTENT READY TO REFINE

Generated scope and services become document blocks, editable line items and calculated totals.

Costs

ITEM	DESCRIPTION	QUANTITY	UNIT	RATE	TOTAL	
Furniture Protection	Floor and furniture protection.	1	job	$350	$350.00	×
Patch Prime	Minor nail-hole filling and spot priming.	1	job	$400	$400.00	×
Living Room	Two wall coats; 16 × 18 ft living room.	1	job	$800	$800.00	×
Bedroom Walls	Two wall coats; two 12 × 12 ft bedrooms.	2	ea	$550	$1,100.00	×
Hallway Walls	Two wall coats; 4 × 24 ft hallway.	1	job	$350	$350.00	×
Paint Sundries	Washable paint and standard sundries.	1	job	$450	$450.00	×
Final Cleanup	Touch-ups, cleanup and walkthrough.	1	job	$150	$150.00	×
Bedroom Ceiling	144 sq ft; flat-white coats and materials.	1	job	$240	$240.00	×

+ Add line item

SCOPE

Included work and exclusions.

LINE ITEMS

Quantities, units, rates and totals.

TERMS

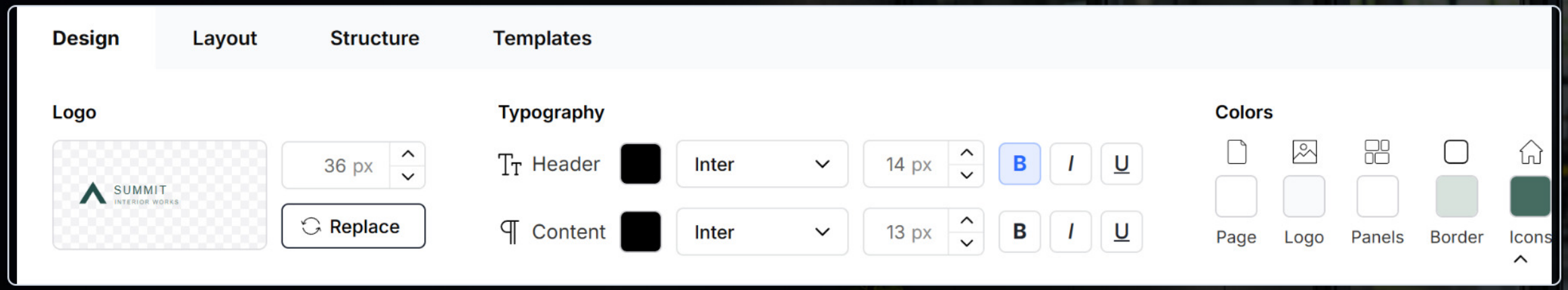
Payments, assumptions and signatures.

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VISUAL DOCUMENT EDITOR

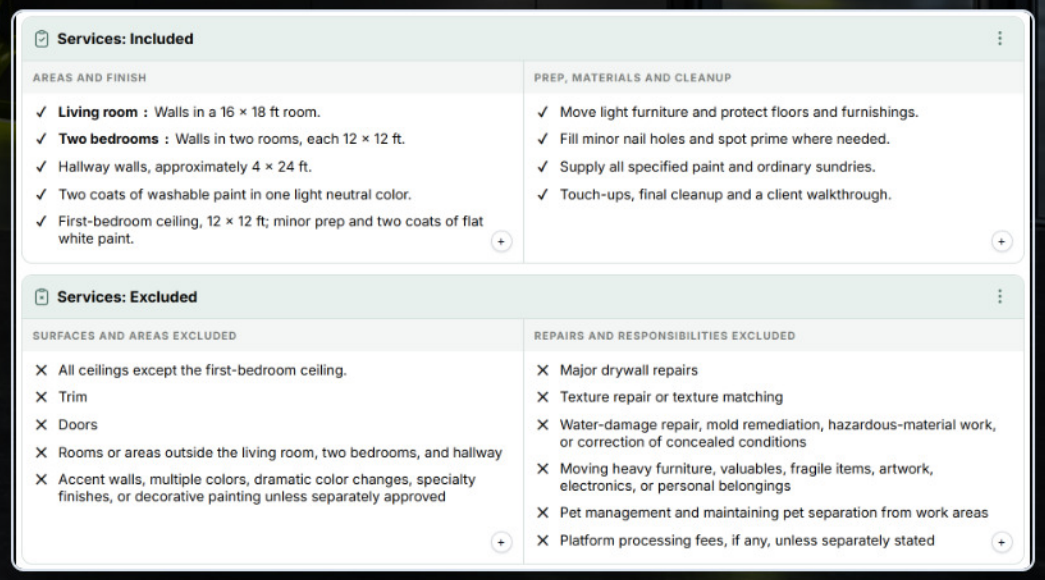
AI-GENERATED CONTENT WITH HANDS-ON EDITING

The visual builder connects document structure, inline content and business branding.



Content stays editable

Change scope and services.
Reorder sections and columns.
Adjust fields, logo, type and colors.



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FIRST THREE MONTHS

PROPOSAL PREPARATION FELL TO NINE MINUTES

Based on survey of multiple platform users

BEFORE

2 hours

WITH PROQUOTES

9 minutes

92.5%

less preparation time

≈21,908

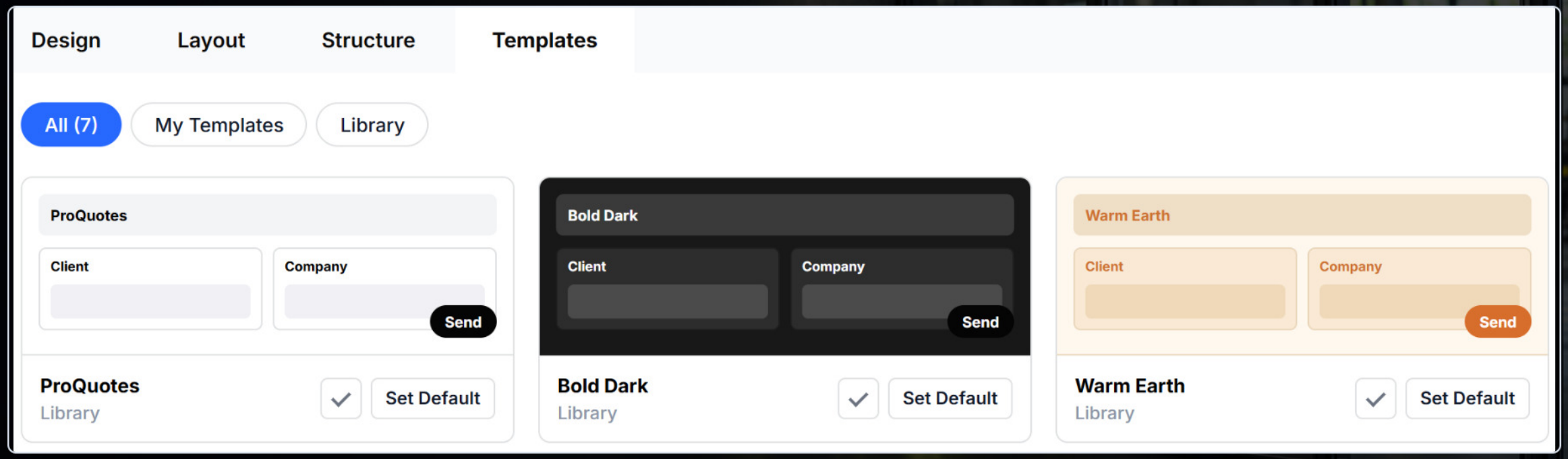
collective hours saved

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REUSABLE TEMPLATES

REUSABLE TEMPLATES FOR THE NEXT PROPOSAL

Built-in themes and saved personal templates make document design reusable across projects.



6 built-in themes

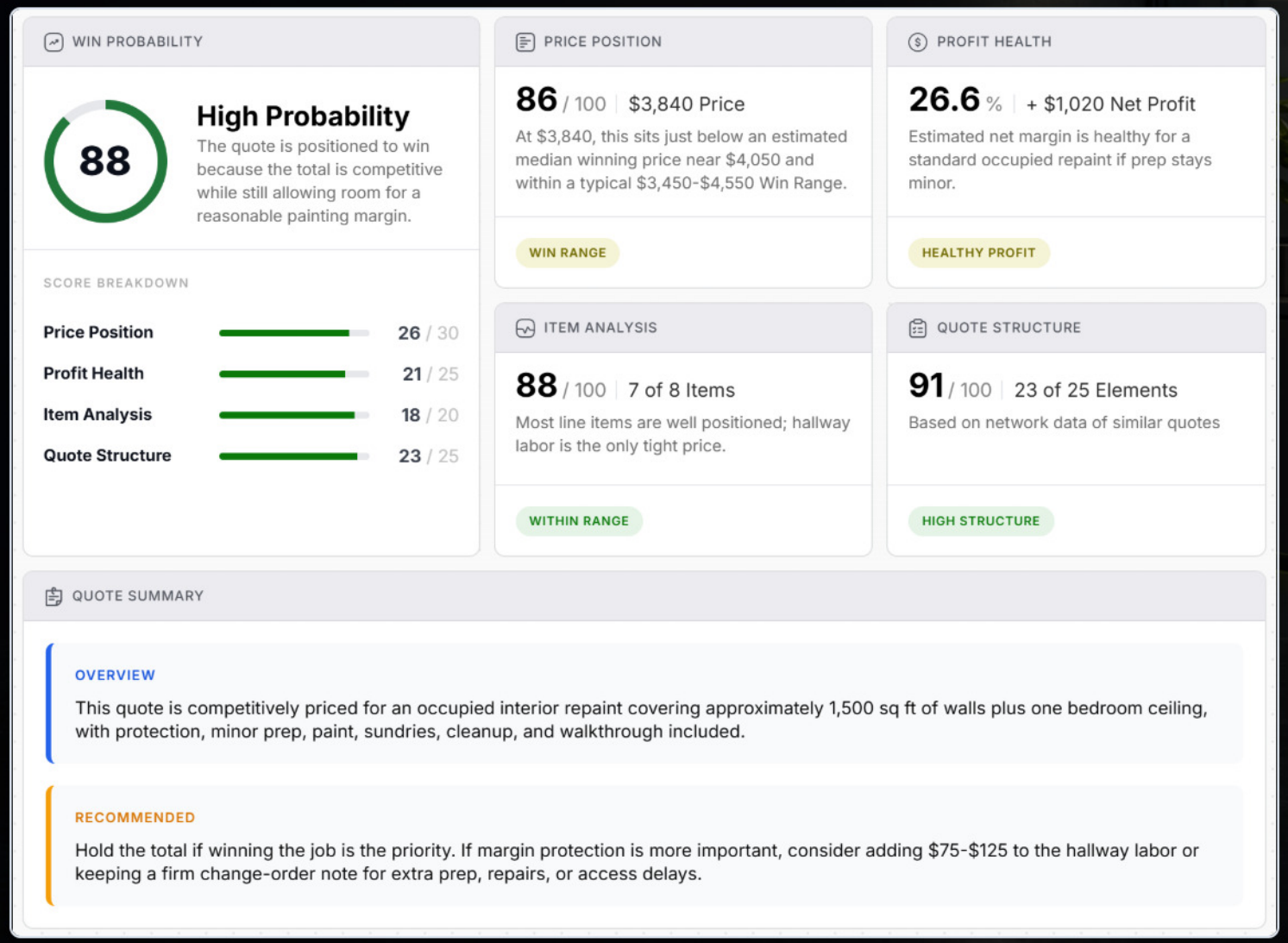
Saved business templates with default selection

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PROPOSAL ANALYZER

THE ANALYZER MAKES SUGGESTIONS ACTIONABLE

Totals and completeness checks accompany AI pricing and content recommendations.



CHECK THE DOCUMENT

Totals, completeness and proposal structure.

REVIEW THE ESTIMATES

Pricing and margin analysis with line-item suggestions.

REFINE THE OFFER

Specific recommendations the owner can act on.

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CLIENT DELIVERY

BRANDED DELIVERY WITH A CLIENT REVIEW LINK

BRANDED INVITATION

HAMINGJA

QUOTE 185-296-941-483

Your quote is ready

Hi Jordan,

Your quote 185-296-941-483 is ready to review.

Use the link below to view the quote, download a PDF, and accept it.

View Quote

If you have questions, reply to this email to contact the business.

If the button doesn't work, copy and paste this link into your browser:
https://proquotes.ai/q/70140287da3a318a710fe63fb475bf5d438d72fdb17d5a96

CLIENT REVIEW ACTIONS

Download Quote PDF

View Quote PDF

QUOTE

Total	$3,840.00
Deposit	$1,152.00
Remainder	$2,688.00

RESPONSE

Accept and Sign

Request Revision

Reject Quote

Send by email or SMS.

Clients review the proposal and respond from the shared link.

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VERSIONED PROPOSALS

REVISIONS KEEP THE ORIGINAL INTACT

Sent proposals retain locked snapshots. A client request leads to a separate revised version.

THE CLIENT REQUEST

REVISION REQUESTED

Please add painting the ceiling in the first bedroom (12 × 12 ft), with minor prep and two coats of flat white paint. Please include materials, keep the four-day schedule if possible, and show the added price separately. All other ceilings, trim and doors should remain excluded.

THE OWNER WORKFLOW

Revision Requested — Requested Oct 29, 2026, 12:24 PM

Client requested changes.

Payment **Unpaid**

Revision request

Please add painting the ceiling in the first bedroom (12 × 12 ft), with minor prep and two coats of flat white paint. Please include materials, keep the four-day schedule if possible, and show the added price separately. All other ceilings, trim and doors should remain excluded.

Unsend

Create Revision

Download PDF

Copy Client Link

$3,600 to $3,840

A separate $240 ceiling item in the revised proposal.

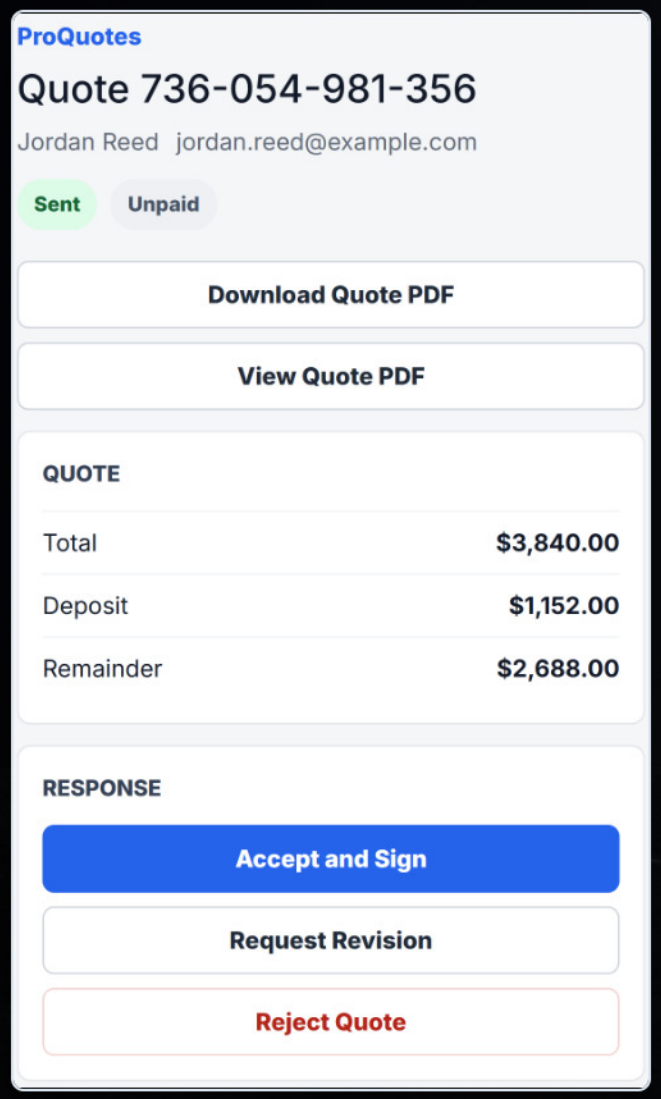
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MOBILE CLIENT WORKFLOW

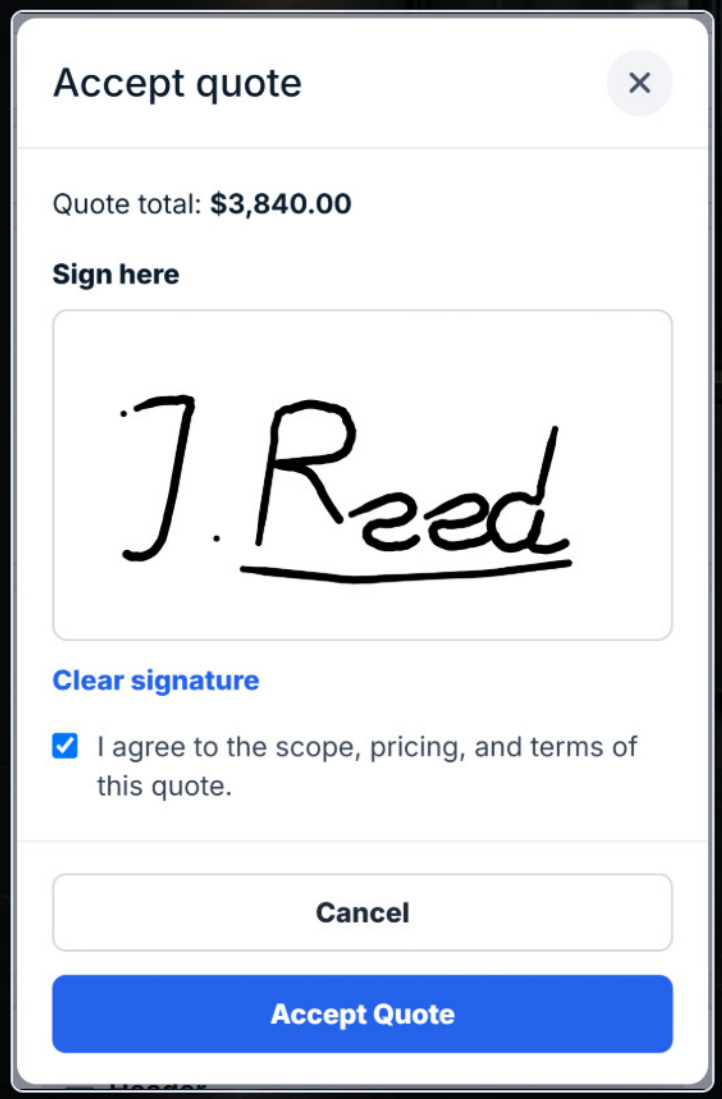
REVIEW AND SIGN FROM A PHONE

The client accepts the revised terms with a drawn signature and explicit consent.

CLIENT REVIEW



SIGNATURE AND CONSENT



Client approval

Signature and consent confirm acceptance of the revised proposal.

Accepted terms carry into the invoice workflow.

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APPROVAL TO INVOICING

ACCEPTANCE CREATES THE INVOICE SCHEDULE

The approved proposal becomes linked deposit and balance invoices, with fees itemized separately.

30% DEPOSIT

Quote 736-054-981-356 - Deposit **$1,173.89**

Invoice #1001

Deposit for Quote 736-054-981-356	**$1,152.00**
ProQuotes processing fee (1.9%)	**$21.89**

Open Due now

Download

Contact the business to arrange payment.

REMAINING BALANCE

Quote 736-054-981-356 - Remaining balance **$2,739.07**

Invoice #1002

Remaining balance for Quote 736-054-981-356	**$2,688.00**
ProQuotes processing fee (1.9%)	**$51.07**

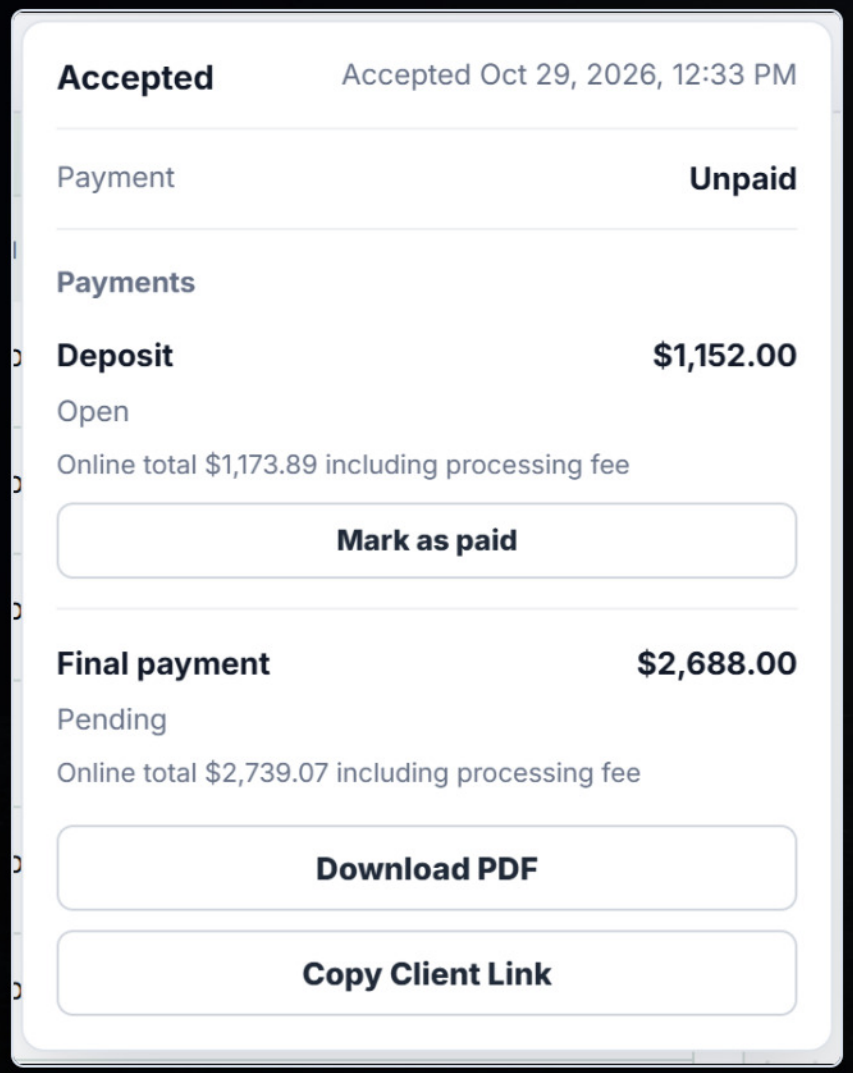
Pending

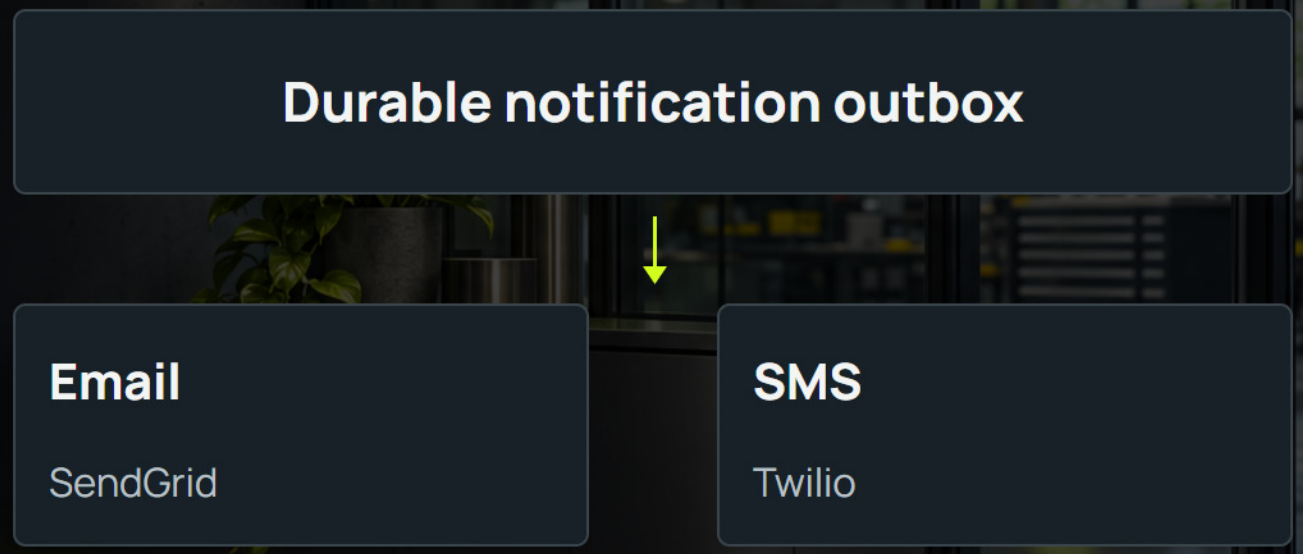
Download

Invoice amounts, due states and document access stay connected to the accepted proposal.

STATUS TRACKING WITH AUTOMATED FOLLOW-UP

Proposal and invoice state guide the notifications that keep the workflow moving.





RETRIES AND DELIVERY CONTROLS

Track channels independently.
Retry failed delivery and expose issues to the owner.

Lifecycle guards stop stale reminders after relevant responses or payment.

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SYSTEM ARCHITECTURE

ONE APPLICATION
FROM BRIEF TO PAYMENT

Angular and TypeScript connect the business workspace and client-facing documents.

Angular / TypeScript

Business owner + client browser experiences

Node.js / Sails.js

Proposal lifecycle, calculations and integrations

MongoDB + S3

Application data, proposal versions and media files

AI + documents

OpenAI · FFmpeg
Puppeteer PDF generation

Payments + delivery

Stripe Connect
SendGrid · Twilio

AWS deployment. Verified Stripe events update invoice status.

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FOUNDER RESPONSIBILITY

OWNERSHIP CONTINUES AFTER LAUNCH

Co-Founder, CTO, Software Architect · 2026–present

Product

Co-lead product evolution and roadmap decisions.

Engineering

Continue development and own the technical direction.

Go-to-market

Co-lead strategy and execution.

PROPOSAL ACTIVITY IN THE FIRST THREE MONTHS

11,842
proposals generated

4,876
proposals accepted

2,941
proposals paid