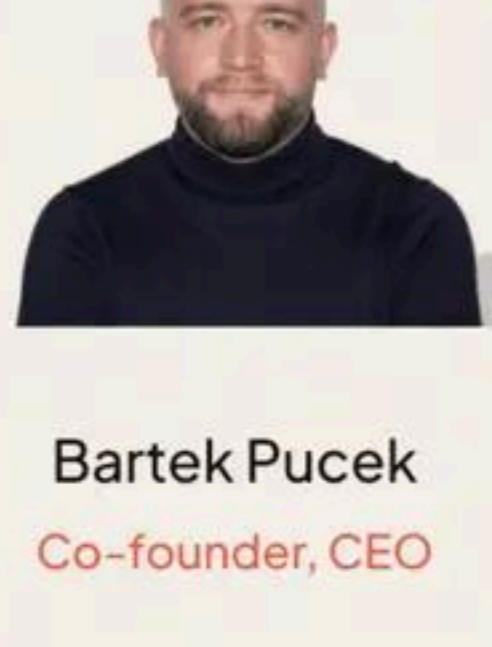


PROOFS - AI AGENTS FOR APIS

proofs

Proofs Team



Bartek Pucek
Co-founder, CEO

entrepreneur (previously co-founded an AI Lab), angel investor (ElevenLabs, Kick, Ramp and many more)



Zbigniew Sobiecki
Co-founder, CTO

entrepreneur (previously co-founded an AI Lab), co-founder at MeetCam, Macroscope and CTO at Lite - a leading quick-commerce

User Problem

LEARNING, EVALUATION, AND INTEGRATION WITH API-FIRST SOLUTIONS IS OFTEN EXPENSIVE AND TIME-CONSUMING.

PROOFS SOLVES THIS ISSUE BY ALLOWING POTENTIAL CUSTOMERS TO LEARN ABOUT THE STACK, GENERATE CODE SNIPPETS AND FULL PROOF-OF-CONCEPT APPS RELEVANT TO CUSTOMER'S CASE.

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The Problem

50-80% OF POTENTIAL CUSTOMERS OF API-FIRST COMPANIES CHURN PRE-SALES. [SOURCE]

- FORRESTER RESEARCH FOUND THAT 71% OF BUSINESSES THAT INVEST IN POCS GO ON TO BECOME PAYING CUSTOMERS.
- AT AN API-FIRST COMPANY YOU TYPICALLY NEED 3 POCS TO CLOSE ONE DEAL.
- YOUR AVERAGE DEAL SIZE IS
- YOUR AVERAGE OVERALL WIN RATE IS
- THEN EVERY 3 WASTED POCS HAS AN OPPORTUNITY COST OF
- PROSPECTS WAIT MORE THAN
- A PRESALES TEAM DOING AMOUNTS TO ABOUT YEAR.
- IF 10% OF ARE WASTE, THEN THE OVERALL OPPORTUNITY COST OF THOSE IS ROUGHLY \$1.2M.

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PROOFS IS AN AI AGENT THAT ENABLES SALES AND SOLUTION ENGINEERING TEAMS TO BUILD FULL-STACK PROOF-OF-CONCEPT APPS IN MINUTES.

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Value Proposition

A NEW WAY TO SELL API PRODUCTS

FASTER

MINUTES INSTEAD OF MONTHS

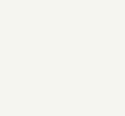
CHEAPER

IMPROVING SALES MARGINS

PERSONALISED

BETTER CONVERSION RATES

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Value

THE VALUE WE PROVIDE:

1. ACCELERATED POC DEVELOPMENT - MINUTES INSTEAD OF MONTHS TO BUILD A POC FOR A CUSTOMER.
2. ENHANCED POC QUALITY - BETTER AND FAR MORE PERSONALIZED POCS
3. IMPROVED MARGINS (POCS COSTING THOUSANDS OF \$ INSTEAD OF HUNDREDS OF THOUSANDS OF \$)
4. MORE SCALABLE PROCESS SERVING MORE CUSTOMERS WITH SAME RESOURCES

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Demo

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Traction

MVP

USING AI AGENTS TO BUILD POCS

DESIGN PARTNERS

UNDERSTANDING CUSTOMERS NEEDS

GO-TO-MARKET

EARLY GTM MOVEMENT

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Dive Deeper

MEMO AND MORE DATA:

MASTERPLAN - LINK

IDEAL CUSTOMER PROFILE - LINK

WHERE'S THE MOAT - LINK

GO-TO-MARKET - LINK

DISCOVERY WITH PROSPECTS - LINK

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Contact

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