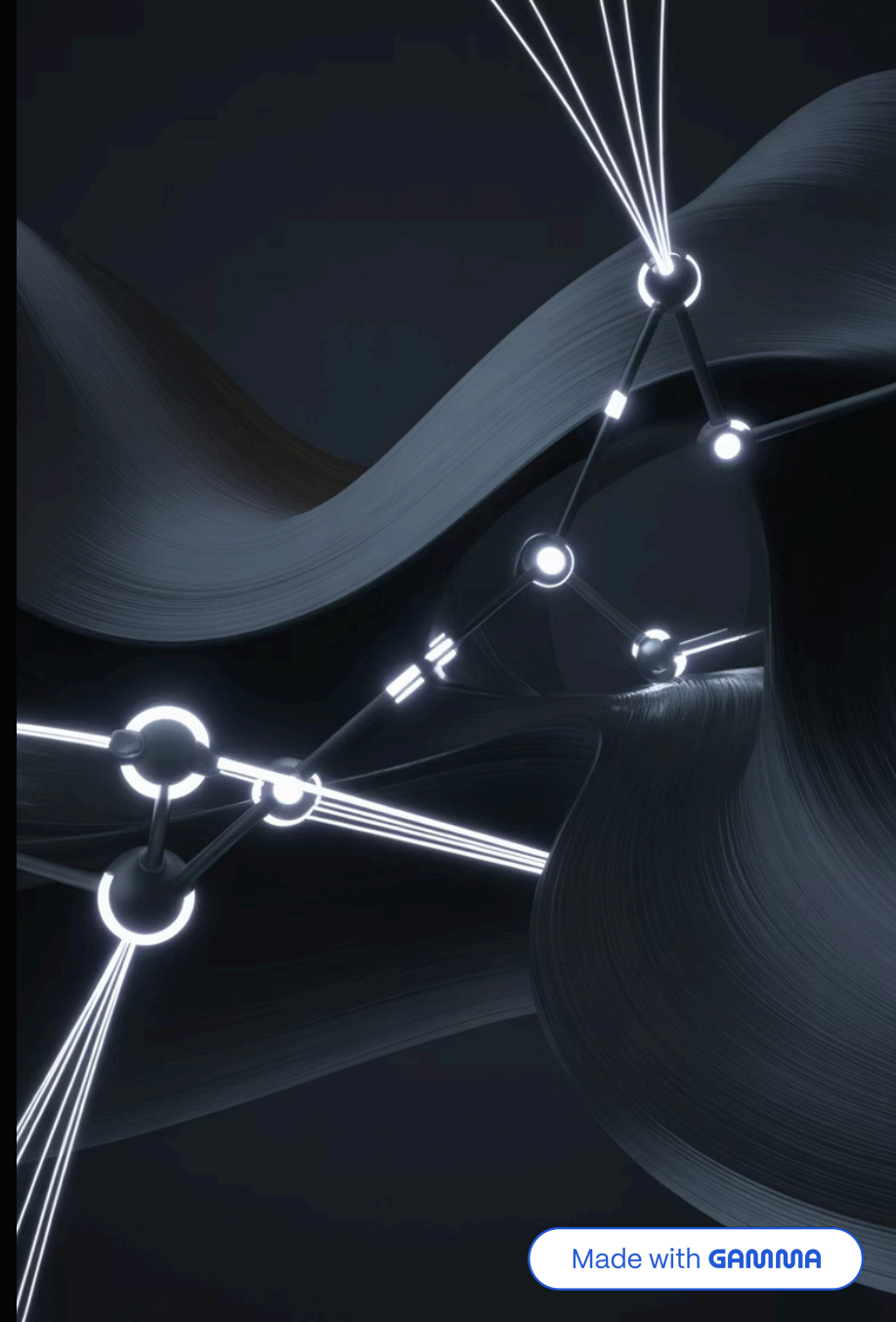


# Prodway AI

AI tools built from workflows discovered inside VC-backed startups.



Made with **GAMMA**

# The Problem

## Time Drain

Engineers spend hours on proposals, contracts, and vendor forms — not building products.

## Repeated Overhead

The same operational bottlenecks appear across every engagement, every company.

## Expensive Friction

Operational overhead delays revenue, burns consultant hours, and slows startup velocity.

# Our Insight

## Built From the Inside

Through high-value engineering engagements with VC-backed startups, we see the same operational workflows failing — repeatedly, across every company.

## → Pattern Recognition

The same 5–10 workflows appear in nearly every engagement.

## → Real Signal

Direct access to real problems means zero guesswork in product discovery.

## → Unfair Advantage

We build tools we already know the market needs — validated before launch.

# The Solution



## AI-Generated SOWs

Produce polished Statements of Work instantly from a Slack prompt.



## Contracts & Invoicing

Automate contract generation and invoicing end-to-end.



## RFP & Vendor Onboarding

Eliminate manual form-filling for vendor onboarding and RFP responses.



# Traction

\$42K

Revenue Since Jan 2026

Engineering engagement billings — all organic, no paid acquisition.

100%

VC-Backed Clients

Every engagement is with a funded startup — the exact ICP we're building for.

# Market Opportunity

## \$30B+ Service Operations Market

### A Massive, Underserved Base

- Millions of consultants, agencies, and engineering teams manage operational workflows around:
  - proposals
  - contracts
  - compliance
  - vendor onboarding

These processes remain largely manual.

Prodway AI automates the **consulting operational lifecycle**.

# Why Prodway Wins

## Discovery Engine

Engineering engagements generate a constant stream of real workflow problems — each one a product hypothesis proven before a line of code is written.

## Embedded in Daily Work

AI automation lives inside the tools teams already use — Slack, contracts, vendor portals — not a separate app to learn.

## Proprietary Workflow Data

Direct access to startup operational data creates a moat competitors can't replicate without the same client relationships.



# The Team

## Dale Yarborough — Founder & CEO

- 9 years building infrastructure and developer tools
- Engineer at Whole Foods, Charles Schwab, General Motors
- Built Dispute Dojo: serves 5,000+ restaurant locations monthly, recovering **\$100K+ per month**

# Vision & Ask

## The Vision

Build the **operating system for AI-native service businesses** — turning recurring operational workflows into scalable, compounding software products.

## Why Now

- AI cost curves make automation viable at startup scale
- \$42K in traction with zero product marketing spend
- Every engagement sharpens the product roadmap
- Raising a pre-seed round to accelerate products and GTM