REFERRAL PARTNER PROGRAM · NON-EXCLUSIVE

You make the introduction. We do everything after it.

Vertical Unit is a senior-only engineering team building custom software, high-load backends, and AI automation end to end. Discovery, proposals, negotiation, architecture, delivery, QA and ongoing account management stay entirely on our side — a referral partner never touches delivery.

No salary or retainer — commission-only referral partnership.

100%	24–48h	Serbian entity	Lifetime
Senior engineers — no juniors billed to a project	Rough estimate turnaround, so your lead stays warm	Clients taken worldwide, Africa included — EUR / USD	Warranty on code we write — hidden defects fixed free

What we build

Full cycle — architecture through support

Web platforms & complex services

Client apps, customer portals, analytics dashboards and corporate platforms — from high-converting landing pages to high-load enterprise systems that stay fast when traffic spikes.

TypeScript · React · Next.js · NestJS · Node.js

Backend, data & custom CRM / SRM

Reliable internal logic and storage done right. Caching, tuned queries and clean database design cut server load several times over. Custom CRM/SRM shaped to the client's actual workflow.

PHP (Laravel) · C# (.NET) · Python · PostgreSQL · Redis

AI agents & process automation

Not chatbots — autonomous assistants that process documents, run conversations and automate sales. Multi-agent systems, plus a visual dialogue builder for voice bots that drops onto an existing engine.

LLM systems · Multi-agent · Voice bots · RAG · Integrations

Quality control & security

Bugs and vulnerabilities caught before launch. End-to-end testing of business logic, access-control and tenant-isolation review, CI/CD test pipelines protecting every release.

Playwright · NUnit · RestSharp · Security review

Selected work

Most projects under NDA — described without internal detail

16s → 4s
server response, peak season

Booking ecosystem for a major European travel operator

A new high-load architecture for the booking core. Cutting response time four-fold lifted booking conversion and let the company absorb peak-season load without degradation.

Realtime
voice · our own engine

AI voice agent that places and answers real sales calls

Fired straight from a CRM card: it dials, runs the conversation on the client's own sales playbook, handles objections, and writes the outcome back. The voice is close to indistinguishable from a human one — natural pauses, no two calls alike, interruptible mid-sentence. Multilingual, CRM- and telephony-agnostic, on a cloud LLM or the client's own GPU.

No-code
dialogue builder

Visual flow builder for voice bots — ready to deploy

A working drag-and-drop builder where the client's own staff edit call scenarios without a developer. Runs on our voice engine, or bolts onto a voice bot the client already has when it needs extending.

Full cycle
backend · front · QA

International climate-tech / ESG platform — under NDA

Embedded as one team on a carbon-accounting platform: heavy backend with tenant isolation, React product surface, and an automated testing plus security layer guarding every release.

How the partnership works

Your involvement ends at step 1

STEP 01
You introduce
A warm intro or a name in the shared lead registry. We confirm the lead is yours within one business day.

STEP 02
We run presale
Technical discovery, scope, rough estimate in 24–48h, then the full proposal and negotiation — our team, our time.

STEP 03
Client signs & pays
Contract with our Serbian entity, milestone-based. Delivery, QA and account management stay with us.

STEP 04
You get paid
Commission released on each incoming client payment — not held back until the project closes.

Commission

Paid on revenue we actually collect

20%

First contract — uncapped
Twenty percent of the revenue we collect under the client's first contract — a €1,000 pilot included — with no ceiling. Paid out as the client's deposit and milestone installments land.

5%

Second & third contracts
The next two contracts from the same client. A pilot is the first contract, so the development that follows it is the second — while we carry 100% of account management, upselling and delivery.

What you get

24–48h rough estimates so a prospect never cools off waiting on you

Shared lead registry (Notion / Google Sheets) — your leads logged and protected from overlap

Presale support — we join the technical call, you don't have to answer engineering questions

NDA on request, signed before any client detail is shared

A €1,000 door-opener — a 1–2 week express pilot lets a cautious prospect test us risk-free

What you never do

No delivery, no project management, no technical answers

No exclusivity and no monthly quota — this sits alongside your existing role

No use of confidential employer relationships; anything that creates a conflict of interest is out of scope by design

No cold-outreach obligation and no hourly commitment — one good intro is a valid year

What a good introduction looks like

Mid-market is the sweet spot

Company size
20–500 staff, anywhere in the world — Europe, the US, Africa, Asia. Big enough to have real systems, small enough that a decision is one or two people.

The trigger
A legacy system slowing them down, a manual process eating a team's week, or an AI initiative with no engineers to run it.

Typical first deal
€1,000 pilot audit or sprint, or a €15k–€80k build. Enterprises work too — usually as a departmental project, not a full replatform.

- ✓ **30–40 min intro call** — target industries, how we hand off, what we can answer for you
- ✓ **Referral agreement** — signed with our Serbian entity, legally binding on the commission above
- ✓ **Lead registry access** — log your first prospect the same day

TALK TO US
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