



• PARTNER KIT · REFERRAL PROGRAM

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.

100%

Senior engineers — no juniors billed to a project

24–48_h

Rough estimate turnaround, so your lead stays warm

EU entity

Serbian company — contracts signed worldwide, EUR / USD

Lifetime

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, with no ceiling. Paid out as the client's deposit and milestone installments land.

5%

Second & third repeat contracts

Recurring share on the next two contracts from the same client — while we carry 100% of the ongoing 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
- ✓ **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

Who a good introduction looks like

Mid-market is the sweet spot

Company size

20–500 staff, EU or US. 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.

Who shows up on the call

Four seniors — the whole company

AG

Alexey Goryainov

Lead Developer &
Systems Architect · 7+ yrs

VG

Victoriya Goriainova

Project Manager &
Business Analyst

EB

Egor Bekker

Full-Stack Developer ·
TypeScript, Web3

AB

Artem Bondarenko

QA & Security Engineer ·
5+ yrs

● ● ● next-steps.sh

- ✓ **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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