



ProofSpace is involved in multiple Catalyst projects and proposals. We manage the workload as follows:

1. We invest significant time and effort at the proposal stage to clearly understand the tech and workflow requirements of the collaboration.
2. In most cases, the workflows can be created using existing ProofSpace no-code tools, and we support our partners with consultations and training to draft, set up and test these workflows.
 - a. The no-code tools enable us to work with large numbers of projects simultaneously.
3. If additional development is required for a given use case, whether for a feature or an integration, this effort is included in the proposal budget.
 - a. We project manage the team's time accordingly and, if necessary, hire (part or full time) the additional talent required to deliver the proposal.
4. By the time F9 is underway, our F7 and around 90% of the technical effort in our F8 proposals will be delivered, which means we will have capacity to focus on delivery of F9 proposals.