

Vektor turns static construction contracts into **living agreements**, so disputes don't start and payments don't stall.

\$2.2^T

US construction market (annual)

\$299^B

Annual cost of slow payments

1 in 4

Projects end in a dispute or claim

83 days

Average wait for payment (worst of any industry)

PROBLEM

Construction contracts live in filing cabinets. Project evidence lives in project management tools, email, spreadsheets, and WhatsApp. Nothing connects them — so the contract and reality quietly drift apart. **The everyday cost:** 83-day payment cycles and a 14% bid markup, because proving work satisfies the contract takes longer than doing the work itself. **The catastrophic cost:** 1 in 4 projects ends in a dispute averaging \$60.1M, and the bulk of that expense is spent reconstructing what happened from scattered records. A leading cause of both? Nobody can prove the contract was properly administered — because the contract and the project were never in the same system.

MARKET

Market: Construction spends \$299B/year on the consequences of disconnected contracts. Nobody sells the fix — because the category doesn't exist yet.

Entry: SME main contractors (\$20–200M revenue) — the contractual hub between owners and subs. Sold to the GC owner on risk reduction; used daily by their contract administrator; adopted by subs through the GC.

Sales trigger: Construction lawyers and QS firms who've just guided a client through an expensive dispute — they refer Vektor so it doesn't happen again.

Adoption wedge: Vektor wraps around existing tools - project management software, email, and e-signature platforms - the project team's workflow doesn't change. Only the contract admin uses Vektor directly. No firm-wide rollout required.

SOLUTION

Vektor makes contract clauses trackable. Each obligation in the contract becomes something the system actively monitors, collecting evidence from every source - project management tools, inspections, payment systems, site documentation - and checking it against the agreement in real time. When a milestone is verified, the system confirms it satisfies the contract, produces tamper-proof evidence, and triggers the payment obligation. No weeks of back-and-forth proving work was done. No manual reconciliation between what was agreed and what happened. One system where the contract and the project finally live together - so the everyday payment cycle shrinks from months to days, and the catastrophic dispute either never starts or resolves in hours instead of months.

BUSINESS MODEL

Annual subscription scaled by company size and construction volume. For an SME contractor (\$20–100M annual volume): \$10–20K/year — a fraction of what a single dispute costs to resolve, and less than one month of a contract administrator's salary. Vektor pays for itself twice: as insurance against disputes that cost \$50K+ to resolve, and by compressing the proof-to-payment cycle that currently delays every milestone. **At modest scale:** 20 GCs at \$15K average = \$300K ARR. The US alone has tens of thousands of SME contractors in this range.

TRACTION

- **Working engine** — contract execution system with tamper-proof receipting, built on the Accord Project (Linux Foundation) — the smart legal contract standard that DocuSign acquired (Clause Inc., 2021) but never shipped
- **BIM Hero DAO, a 300-member AEC cooperative, as distribution partner** — each member is a GC, architect, or engineer running their own projects — a direct pipeline to first paying customers

TEAM

Zoltan Bende — Founder & technical lead. Built the contract execution engine: legal prose bound to executable logic, multi-party authorization, tamper-proof receipting. Domain architecture shaped in collaboration with BIM Hero DAO, a 300-member construction cooperative — GCs, architects, engineers, and legal counsel providing continuous input on contract workflows and compliance requirements.

THE ASK

\$60,000 Post-Money · SAFE

\$1.5M post-money valuation cap · 15 months runway at current burn

COMPETITION

Every player treats contracts as passive documents. Nobody connects *what was agreed* → *what happened* → *what's owed*.

Category	Players	Gap
Project Mgmt	Procore, Autodesk, Trimble	Track the project, not the contract
ConTech Finance	Built, Billd, Siteline	Finance the gap, don't close it
CLM	DocuSign, Icertis, Ironclad	Manage the document, not the reality
Evidence Engine	Vektor	• Binds contract to reality

CLM ends at the signature. Vektor starts there — ingesting evidence from project tools and proving the contract is being fulfilled. These are different architectures solving different problems.

VISION

Construction is the beachhead. Vektor provides a new primitive: a contract where what humans agree to and what machines execute can never diverge. That doesn't exist anywhere today. Stripe made payments programmable by turning them into a developer primitive. Vektor does the same for agreements. When agreements are programmable and provable, organisations won't need layers of management to enforce them. Vektor replaces bureaucracy with receipts.

Use of funds: Onboard first construction projects through BIM Hero's 300-member AEC network, iterate on live usage, reach seed-ready traction.