

# Trustless Work

Trustless Work is building the **escrow infrastructure for the new economy**—a **plug-and-play API** that enables platforms to seamlessly integrate **non-custodial, milestone-based escrow payments** into their workflows.

Escrows are essential for **marketplaces, trade finance, legal tech, and fintech applications**, but most businesses lack the technical expertise or resources to build their own. **Trustless Work simplifies this by offering an API-driven, blockchain-powered escrow service that businesses can deploy in minutes instead of months.**

## Core Value Proposition

- ✔ **Faster time-to-market:** Deploy smart escrows instantly using our API.
- ✔ **Cost savings:** No need for custom development or smart contract audits.
- ✔ **Flexibility & control:** Platforms configure escrow flows to suit their needs.
- ✔ **Non-custodial & secure:** Funds remain locked in escrow until milestones are approved.

## Market Opportunity

- ◆ **\$6.6T+** B2B global payments
- ◆ **\$4.5T** e-commerce & digital marketplace transactions
- ◆ **\$1.5T** cross-border freelance & gig economy payments
- ◆ **\$400B+** escrow transactions annually
- ◆ **Stablecoin & blockchain adoption surging**

## Competitive Advantage

📌 **The "Salesforce of Escrow"—Developer-friendly, scalable, and global.**

Unlike **legacy escrow providers** (slow & expensive) or **niche Web3 escrow tools**, Trustless Work is:

- ✔ **Fast:** Instant stablecoin-powered settlements, not **8+ days**
- ✔ **Affordable:** **0.3% - 0.5% fees vs. 5-8% industry standard**
- ✔ **Scalable:** **API-first & open-source**, making escrow as simple as payments
- ✔ **Web2 & Web3 Ready:** **Abstracts the complexity of blockchain-based escrows**

**Trustless Work vs. Existing Solutions:**

Feature	Trustless Work	Stripe/PayPal	Smart Contract Dev Shops	Traditional Escrow Services	Web3 Escrow businesses
<b>Stablecoin Support</b>	✔ Yes	✔ Yes	✔ Yes	✘ No	✔ Yes
<b>Plug-and-Play API</b>	✔ Yes	✔ Yes	✘ No	✔ Yes	✘ No
<b>Non-Custodial</b>	✔ Yes	✘ No	✔ Yes	✘ No	✔ Yes
<b>Instant Deployment</b>	✔ Yes	✘ No	✘ No	✘ No	✘ No
<b>Flexible Integration</b>	✔ Yes	✘ No	✘ No	✘ No	✘ No

# Business Model & Go-To-Market Strategy

## Revenue Model

1. **Volume-Based Pricing:** A small percentage fee on every escrow transaction.
2. **Enterprise Pricing:** Custom pricing for high-volume clients.
3. **Subscription Model:** Recurring fees for platforms using premium escrow features.

## Go-To-Market (GTM) Strategy

Trustless Work is targeting **stablecoin-native platforms** first, leveraging **developer adoption** and driving **enterprise integrations** via:

- ✔ **Direct engagement in Web3 & fintech communities** (Stellar Discord, Circle Alliance).
  - ✔ **Content-driven inbound marketing** (educational blogs, SEO, case studies).
  - ✔ **Developer & open-source growth** (hackathons, GitHub traction, strategic partnerships).
  - ✔ **B2B sales & enterprise outreach** (Web3 marketplaces, fintech startups, trade finance).
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## Traction & Milestones

### Key Achievements

- ✔ **820+ GitHub repo clones** – Demonstrating strong developer interest.
- ✔ **Multiple products built on our API** – Validating real-world use cases.
- ✔ **Enterprise discussions** with high-traction platforms.
- ✔ **Support from Draper University, Stellar Development Foundation, and Circle Alliance.**
- ✔ **Successful conversion of hackathon teams into product teams.**
- ✔ **A rapidly growing open-source developer ecosystem.**

Read more in our [Substack](#)

### Upcoming Milestones

- 🚀 **Mainnet launch in 3 months.**
  - 🚀 **Securing first major enterprise integration.**
  - 🚀 **Scaling open-source adoption & launching EVM & Solana-compatible escrows.**
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## Fundraising Plan

### Raising: \$700K Seed Round

Funds will be used to:

- ✔ **Accelerate go-to-market execution** – Expanding developer relations and outreach.
  - ✔ **Launch new enterprise integrations** – Scaling to high-value customers.
  - ✔ **Expand open-source adoption** – Driving network effects through developer engagement.
  - ✔ **Develop EVM & Solana compatibility** – Expanding beyond Stellar to Ethereum & Solana-based platforms.
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## The Team

**Alberto Chaves (CEO & Founder)** – Blockchain architect with product management experience in fintech and enterprise Web3 adoption.

**Marvin Joel Vargas (co-Founder)** - FS developer focused on user experience, developer experience

**Armando Cortés Murillo (co-Founder)** - focused on Smart Contract & Integrations

**Caleb Loría (co-Founder)** - Backend developer focused on API & Integrations

Learn more: [Team](#)

## Strategic Support & Advisors

 **Draper University, Stellar Development Foundation, Circle Alliance.**

 **Early-stage discussions with investors & fintech partners.**

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## Why Invest Now?

### The “Why Now” Moment

- **Stablecoin adoption is booming** – \$XX billion in circulation and growing.
- **Web3 businesses need trustless payments** – Demand for non-custodial escrows is increasing.
- **No easy plug-and-play solution exists** – Platforms currently struggle with escrow infrastructure.

“The world runs on trust, and trust runs on escrow. **Trustless Work is building the infrastructure to power that trust at scale.** With strategic funding, we can accelerate our mission to make escrow infrastructure as easy to integrate as payments.”

 **Let’s build the future of escrow together. Pura Vida!**

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## Links

[Website](#)

[LinkedIn](#)

[Pitchdeck](#)

[Github](#)

[Backoffice Dapp](#)